

# THE AMERICAN ELEVATOR AND GRAIN TRADE



Entered as second-class matter June 26, 1885, at the Post Office at Chicago, Illinois, under Act of March 3rd, 1879.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

PUBLISHED BY  
Mitchell Brothers Publishing Co.

VOL. XXXII.

CHICAGO, ILLINOIS, JANUARY 15, 1914.

No. 7.

One Dollar Per Annum.  
SINGLE COPIES, TEN CENTS.

## BELTING

RUBBER-LEATHER-COTTON-CANVAS

LONGEST SERVICE  
LOWEST COSTS

W. H. Salisbury & Co., Incorporated

Belting Experts

Since 1855

CHICAGO, ILL.

GIVE US A TRIAL

## Did It Ever Occur to You

That the best way to get what you want, and get it promptly, is to send your orders to people who have had experience in the business and who carry a stock of goods always ready for quick shipment? We have been in the Elevator and Mill Furnishing business over twenty-five years and feel that we know something about it. We carry in stock a complete line of supplies, including Testing Sieves, Transmission Rope, Belting, Steel Split Pulleys in sizes up to 54-inch, Elevator Buckets, Conveyor Chain Belting, Sprockets, Lace Leather, Scoops, Shafting, Collars, Bearings, etc., etc. Send us your orders. We will satisfy you.

THE  
STRONG-SCOTT MANUFACTURING CO.  
MINNEAPOLIS, MINN.

Northwestern Agents for The Great Western Mfg. Co., Richardson Automatic Scales, Invincible Cleaners, Knickerbocker Dust Collectors

Consign your Grain and Field Seeds to

## Somers, Jones & Co.

82 Board of Trade, CHICAGO

## VAN LEUNEN SERVICE

— TRY IT —

YOUR **PAUL VAN LEUNEN** SUCCESS  
AND COMPANY  
GINGINNATI O DECATUR, ILL.  
Give Us Your Business

## The Climax Scoop Truck

Is a scoop on wheels carrying 2½ bushels of grain and 200 lbs of coal. With it a boy can do more than five men with hand scoops.

Saves time and labor which are money.

Saves fretting and sweating and demurrage bills.

Saves its cost in wear of other scoops.

Be "up-to-date" and ORDER NOW

Price \$10.00  
At Factory.

Detroit  
Scoop-Truck Company  
2227 W. Jefferson Ave. DETROIT, MICH.





## Moline Steel Packer

Especially suited for packing anything which requires great power and pressure.

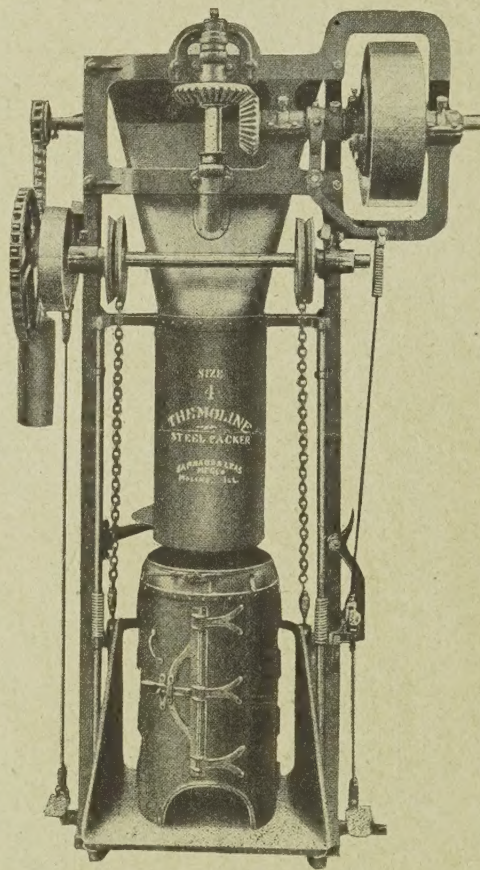
All its parts are made of iron or steel.

Bearings are ring-oiling and are contained in a heavy iron frame.

The driving clutch is of the double expansion type making a very powerful drive and one that releases instantly and with certainty.



**Built Entirely  
of  
Iron and Steel**



**Heaviest,  
Strongest  
and Most  
Efficient  
of its Kind**



The carriage is of the open type and the levers are reversible so that the machine can be operated either from the front or rear. The above features in connection with its greater weight and strength give it greater durability and more capacity than usual in machines of this kind.



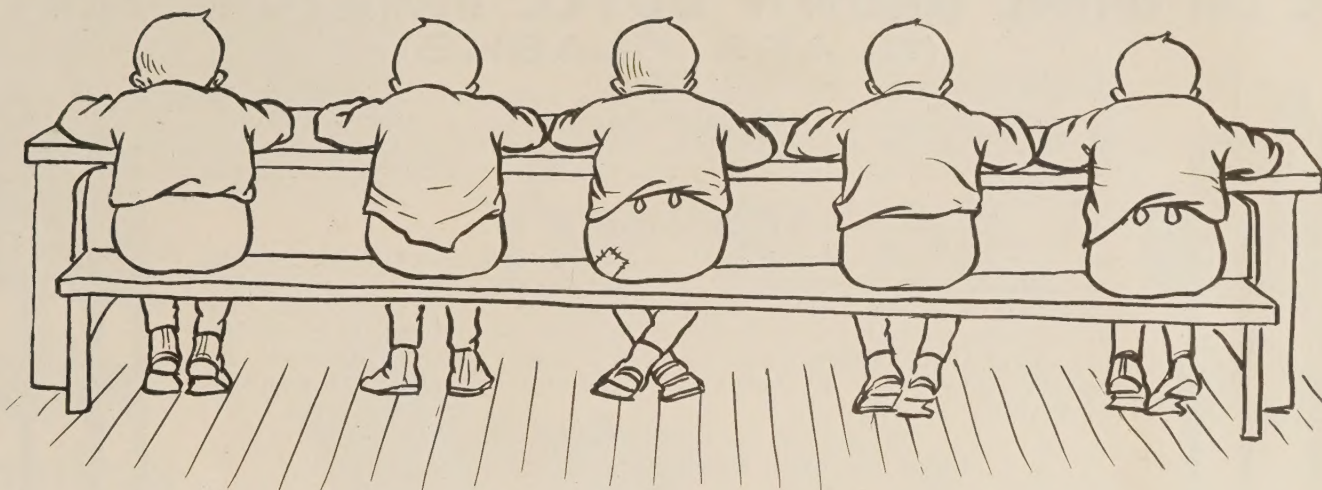
*Give it a trial*

**BARNARD & LEAS MFG. CO.**

**MILL BUILDERS AND  
MILL FURNISHERS**

ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.



*"Busy as Beavers"*

THIS picture is intended to illustrate the old adage that "Coming events cast their shadows before." The busy school boy usually presages the busy adult. You can "spot" the successful man in the industrious child. The boy who keeps his desk neat and tidy, who has his pencils well sharpened, and who has his copy books clean, is almost sure to develop into a hustling, aggressive, intelligent business man. "You can always tell a mechanic by the tools he uses" is another old and true saying. The elevator owner who tries to run his plant with out-of-date machinery is in the same class with the careless, slothful school boy. He never gets anywhere.

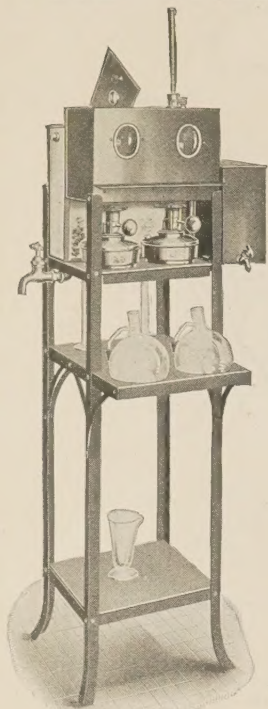
**WESTERN Machinery** is found in the elevators of the live, progressive grain dealers, the men who are making a success of their business. They all use our SHELLERS and CLEANERS, because they have learned that they will do more work, do it better, and do it on less power than any other machines made.

WE MANUFACTURE  
EVERYTHING FROM  
PIT TO CUPOLA.

**Union Iron Works**  
DECATUR, ILL.



# THE ORIGINAL BROWN-DUVEL MOISTURE TESTER (GLASS FLASKS)

Original-Brown-Duvel Tester  
for Alcohol.

This tester is built exactly on the lines of the tester described in Bulletin 72, Bureau of Plant Industry, Department of Agriculture, and is sometimes called the "GOVERNMENT" or "OFFICIAL" tester, and is similar to those used by the Department of Agriculture and by numerous grain exchanges and inspection departments,

## EXCEPT

that this tester, as we make it, is more substantially built and of better material than other testers of this description. The body is of planished blue steel, polished copper tank and fittings, and the whole is mounted on a high, strong steel stand with capacious shelves below, all finished in best black baked japan, which will not crack nor peel. The glass flasks are of the best quality, and the accessories are guaranteed for accuracy. We make it for gas and alcohol, but not for gasoline nor electricity.

### Prices f. o. b. Cars Chicago:

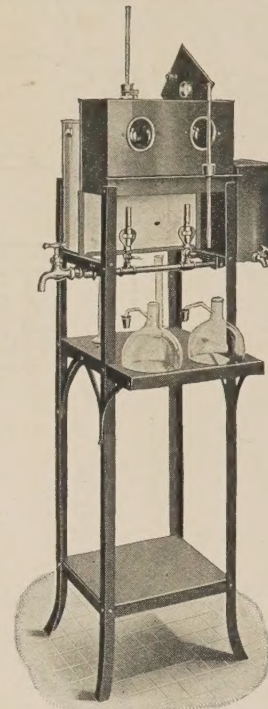
Two burner for gas	=	=	\$30.00
Four " " "	=	=	\$40.00
Six " " "	=	=	\$50.00

including all accessories, except scales. Alcohol testers are one dollar per burner higher in price, with gas generating heaters.

We guarantee this tester to comply in all respects with the specifications of the Bulletin mentioned.

## THE HESS IMPROVED MOISTURE TESTER

with copper flasks, for gasoline, electricity, gas or alcohol, still holds the lead. More of them are sold and used than of all other makes and kinds put together. Tests flour and feed also.

Original Brown-Duvel Tester  
for Gas.

# HESS WARMING & VENTILATING CO.

1210 TACOMA BUILDING, CHICAGO

Makers of HESS GRAIN DRIERS and COOLERS

Free Booklets

# EUREKA SEPARATORS

The World's Standard

32 different styles in 224 sizes

"Ask the man who owns one"

A Trade Mark  
"To Distinguish the  
Best from the Rest"



**THE S. HOWES COMPANY**  
SILVER CREEK, N.Y.



A Trade Mark  
"To Distinguish the  
Best from the Rest"

F. E. Dorsey, 3850 Wabash Ave., Kansas City, Mo.  
E. A. Pynch, 311 3d Ave. S., Minneapolis, Minn.

REPRESENTATIVES  
J. O. Smythe, 1034 W. 32d St., Indianapolis, Ind.  
W. M. Mentz, Sinks Grove, W. Va.

Wm. Watson, 703 Western Union Bldg., Chicago  
Geo. S. Boss, Jefferson Hotel, Toledo, Ohio

Special Sales Agents—The P. H. Pelkey Construction Co., Wichita, Kans.

## Elevator Machinery and Supplies

**FLOUR and FEED MILL MACHINERY  
STEAM and GAS ENGINES**

Pulleys, Shafting, General Power Transmission  
Machinery, Roll Grinding and Corrugating

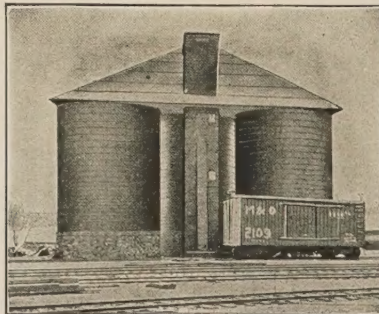
**Largest Factory and Stock in Western Country**

SEND FOR 450-PAGE CATALOG

## GREAT WESTERN MFG. CO.

General Office and Factory  
LEAVENWORTH, KAN.

Warehouse and Salesroom  
1221-1223 Union Ave.  
KANSAS CITY, MO.



## HUDSON SILOS

**FOR STORAGE OF  
GRAIN AND SEED**

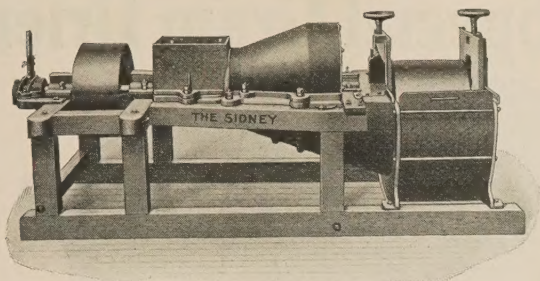
Most economical in ma-  
terial and cost of erection.

Drawings and specifica-  
tions of complete plants  
furnished.

**F. E. HUDSON & SONS, Ellisburg, N. Y.**  
Manufacturers

LEONARD ENGINEERING CO., Representatives  
20 Vesey Street, NEW YORK CITY





Sidney Combined Sheller and Boot, With Belt Tighteners on Boot

# Sidney Shellers

# Signify Success

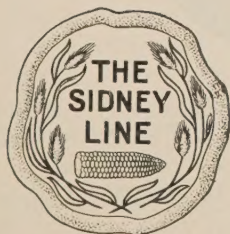
We manufacture a complete line of elevator equipment, including Receiving Separators, Corn and Grain Cleaners, Corn Shellers, Manlifts, Wagon Dumps, Chain Drag Feeders, Shaker Feeders, Indicators, Iron-heads, Elevator Boots, Elevator Heads, Steel Loading Spouts and different articles in Power Transmission.

Remember,

## Quality of Equipment Counts

Sidney Machinery is the most simple, practical and satisfactory equipment for handling, cleaning, conveying and elevating grain and for perfect power transmission.

A Sidney Book for you—we have prepared an interesting booklet on Sidney Corn Shelling and Grain Cleaning Machinery. Read this booklet before deciding on your new equipment. It will mean money in your pocket. Your copy has been laid aside. Write for it today.



Established 1859

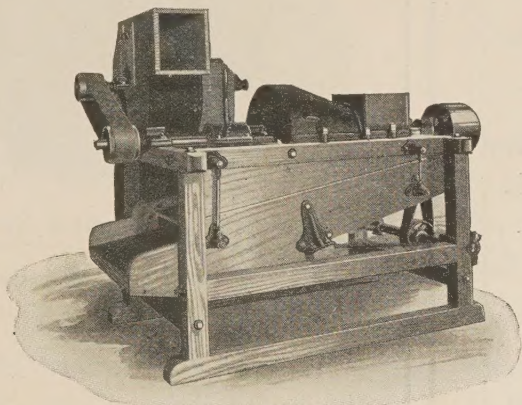
## The Philip Smith Mfg. Co.

### SIDNEY, OHIO

Complete Stock at

ENTERPRISE, KAN.

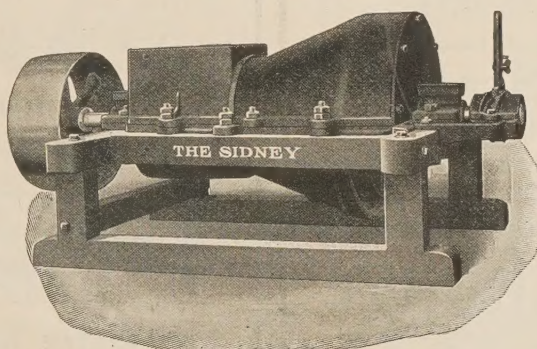
# A Full Line The Most Complete Line of Shellers and Cleaners is THE SIDNEY LINE



Sidney Combined Sheller and Cleaner

It is a line that is backed by more than half a century of practical experience in the building of corn shellers, a line that has been put to the severest test and under all conditions has come out with a record to be proud of.

Sidney Corn Shellers were designed with a view of Simplicity, Reliability and Economy, thereby

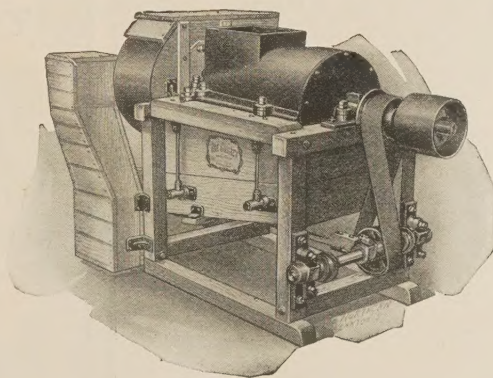


Sidney Regular Corn Sheller

## Guaranteeing a Profit

to elevator operators under all conditions.

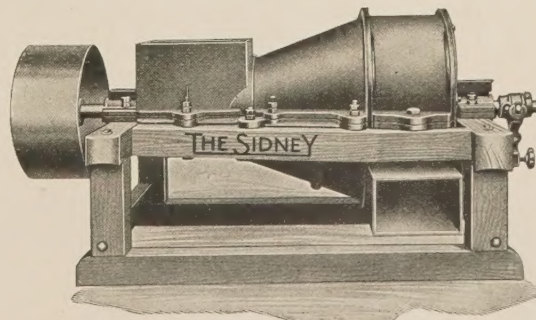
Thousands of elevators and mills throughout the country are equipped with the Sidney Line of Shellers and Cleaners who will verify their worth. Ask your neighbor Sidney operator.



Sidney Mill Sheller

# Sidney Shellers Stand for

# Simplicity Superiority and Satisfaction

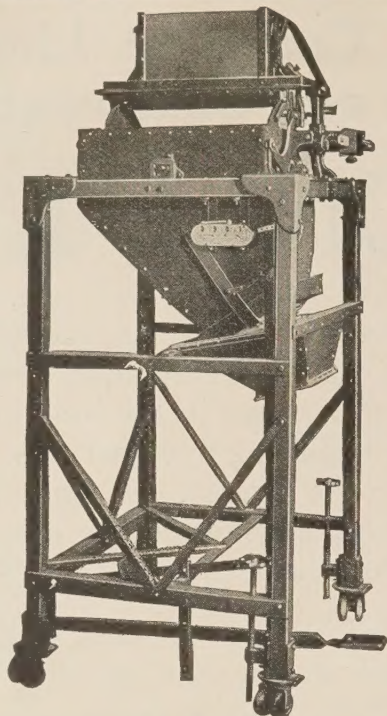


Sidney Fan Discharge Corn Sheller



## NOT A BILL OF EXPENSE BUT A SOURCE OF REVENUE

Enables  
Shippers  
to  
Collect  
Claims  
—  
Requires  
No  
Repairs  
—  
Occupies  
Small  
Space  
—  
Most  
Economical  
to  
Install



No Bother  
to  
Operate  
—  
Never  
Gets Out  
of  
Order  
—  
Will Not  
Rust  
or  
Wear Out  
—  
60 Days'  
Trial

PORTABLE BAGGER

Write for Catalog.

**National Automatic Scale Co.**

West Pullman, Chicago, Illinois

## The Corn Exchange National Bank

OF CHICAGO

Capital	-	-	\$3,000,000.00
Surplus	-	-	5,000,000.00
Undivided Profits	-	-	1,000,000.00

### OFFICERS

ERNEST A. HAMILL.....President  
CHARLES L. HUTCHINSON, Vice-Prest.  
CHAUNCEY J. BLAIR.....Vice-President  
D. A. MOULTON.....Vice-President  
B. C. SAMMONS.....Vice-President

FRANK W. SMITH.....Secretary  
J. EDWARD MAASS.....Cashier  
JAMES G. WAKEFIELD...Asst. Cashier  
LEWIS E. GARY.....Asst. Cashier  
EDW. F. SCHOENECK...Asst. Cashier

### DIRECTORS

CHARLES H. WACKER  
MARTIN A. RYERSON  
CHAUNCEY J. BLAIR  
EDWARD B. BUTLER  
CHARLES H. HULBURD  
CLARENCE BUCKINGHAM  
BENJAMIN CARPENTER

CLYDE M. CARR  
WATSON F. BLAIR  
EDWIN G. FOREMAN  
CHARLES L. HUTCHINSON  
EDWARD A. SHEDD  
FREDERICK W. CROSBY  
ERNEST A. HAMILL

### UNITED STATES DEPOSITARY

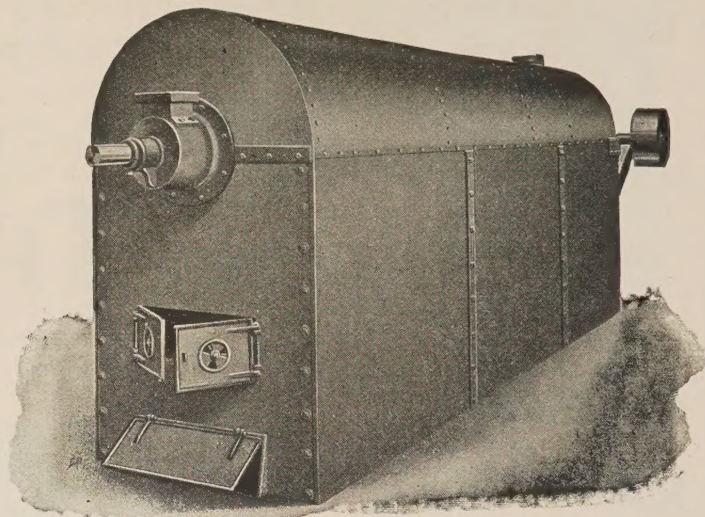
Foreign Exchange

Cable Transfers

Letters of Credit

Accounts of grain elevator operators and commission men throughout the country respectfully solicited

## "Fitz Special Grain Drier"



### A New and Improved Method of Drying Grain

The "Fitz Special" is a **continuous feed** machine. It does not have to be charged and recharged like so many other driers.

It is a self contained machine; simple to operate and easy to install in any location. It handles grain in any quantity desired up to 100 bushels per hour with perfect ease.

The grain is thoroly mixed while being dried. Every kernel is dried alike.

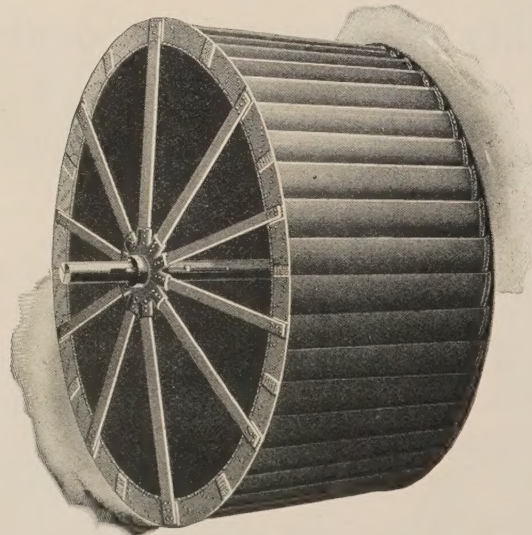
### NO STEAM REQUIRED

The "Fitz Special" is not a Steam Drier. It uses Direct Heat from a fire contained within the machine itself. It dries grain at less cost per bushel than any other method.

And the price is reasonable too. Send for our circular and get full details.

**Fitz Water Wheel Co. Hanover, Penna.**

### The IXL Steel Overshoot Water Wheel



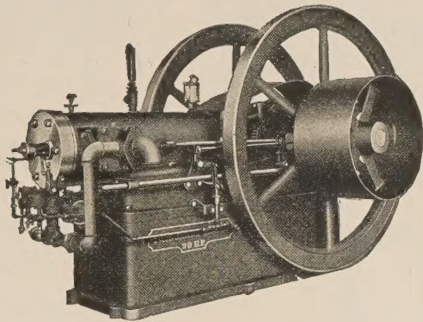
Will develop one-third more power than any turbine made, using the same amount of water and working under the same conditions.

Can not choke up with leaves or sticks. Impossible to get out of balance or clogged with ice like the "old-fashioned overshoot." Full particulars in Catalog No. 11. Mention this magazine.

**Fitz Water Wheel Co. Hanover, Penna.**



## Fairbanks-Morse Oil Engines



These engines are of the Throttling Governor Type, insuring steady uniform speed at all loads.

Operate on Kerosene, Gasoline, or low grade distillate oils without change of equipment.

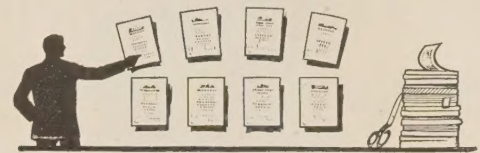
These engines are very easily started in either hot or cold weather and require little attention.

*Ask us for Catalog No. 3K544.*

## Fairbanks, Morse & Co.

900 So. Wabash Ave., Chicago, Ill.

Wagon and Portable Scales, Oil Engines, Pumps, Water Systems,  
Electric Light Plants, Windmills, Feed Grinders.



## Our Advertising

is a sincere effort to impress upon as many men as possible the opportunities that lie waiting for the increase of economy and efficiency in their equipment.

## Goodrich Grainbelt

reduces tonnage costs—

the natural outcome of an experience embracing many years in both the manufacture and economical adaptation of these products to a comprehensive variety of conditions.

Elevator Belt

Transmission Belt

## The B. F. Goodrich Company

Factories: Akron, Ohio

Branches in All Principal Cities

*There is nothing in  
Goodrich Advertising that isn't  
in Goodrich Goods*



*Makers of Goodrich  
Tires and Everything That's  
Best in Rubber*

## Ask About the Things You Cannot See

Look at the picture. It shows as well as a picture can what the **Wolf Jumbo Two Pair High Feed Grinding Mill** is like on the outside.

But there are other things, the parts that are hidden from view, that are of just as great importance to the prospective feed mill purchaser as the outer appearance of the machine.

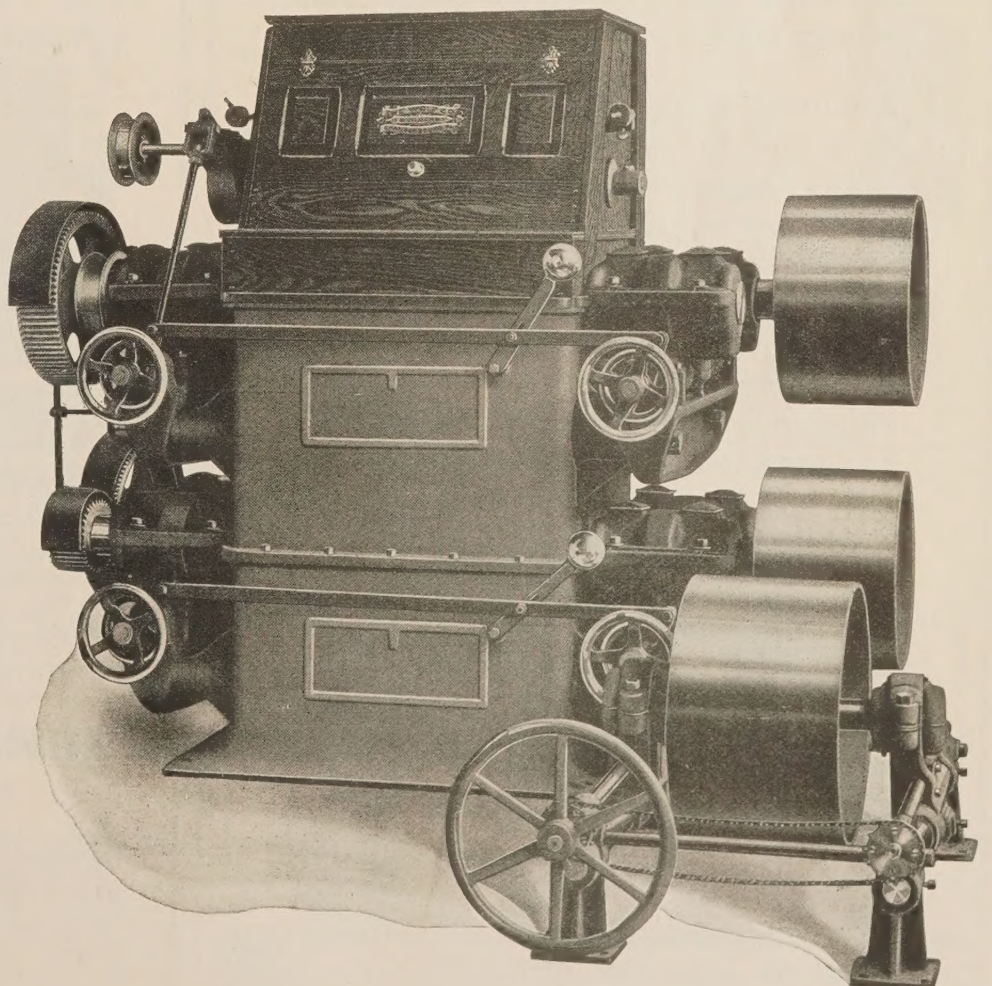
There are the bearings. You don't know what the bearings on this machine are like or why they minimize the friction list. *But they do!*

There is the feeder mechanism. You have a hazy idea that it is probably somewhat different from other feeders. And it is *considerably!*

There are the grinding adjustments. You can't tell from the picture why they are such positive safeguards to the rolls. *But they are!*

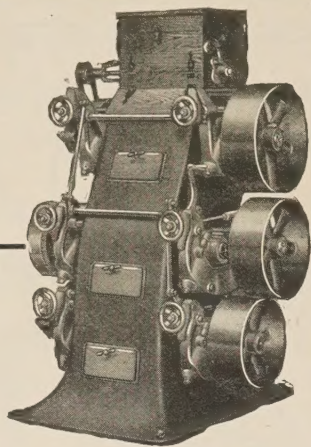
It is about these important features that you want to know—and we want to tell you.

If you write that letter NOW it will only be two or three days 'till you know as much about this machine as we do. We have nothing to hold back.



**THE WOLF COMPANY**  
CHAMBERSBURG, PA.





## You Need This Mill

for grinding feed, table corn meal,  
pearl meal, linseed meal, etc.

**N. & M. CO.**  
**THREE PAIR HIGH MILL**

It has the characteristic N. & M. Co. rugged strength combined with flexibility of operation necessary to handle widely different stocks. Will grind extremely fine, medium or coarse, just as you wish.

Solid one piece cast frame—doors for examining stock beneath each pair of rolls—Ansonia rolls with our easy running, long wearing, collar oiling bearings—one lever simultaneously spreads or closes all three pairs of rolls—any pair of rolls may be removed without disturbing the others—furnished with either belt or gear drive on slow side. See book on Mills, No. 1290, for details. If you haven't got it, we will send it on request.

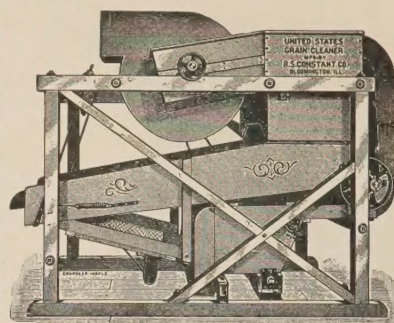
Everything  
for the  
Modern  
Mill

**Nordyke  
& Marmon Co.**  
INDIANAPOLIS, IND.

Established 1851

Ask for  
Catalogs  
on any  
Equipment  
you need

*America's Leading Mill Builders*



### THE U. S. Grain Cleaner

is the best in the Union  
and should be in the top of  
all elevators where Corn,  
Oats and Wheat are  
shipped.

Higher Grades—Higher Prices.  
Long life machine.  
Ring or Chain Oiling Bearings.  
Balanced Eccentric.  
Five Separations and  
All the Corn Saved.



### The Constant Safety Ball Bearing Man-lift

the most satisfactory con-  
necting link between  
Cleaner and Sheller.

Best made.  
Easiest and safest.  
Adjustable Brakes  
which we guarantee.

State distance between  
floors and get our

**Net Price**

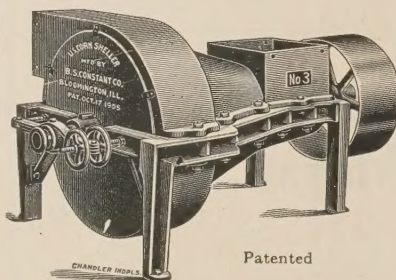
### U. S. Corn Sheller

Fan Discharge,  
over or under, right or left  
hand.

Iron or Wood Frame.  
No Lower Hopping.  
Cheapest Installed.  
Quickest and Cheapest Repaired  
of any Sheller on the mar-  
ket.

Send for a Catalog.

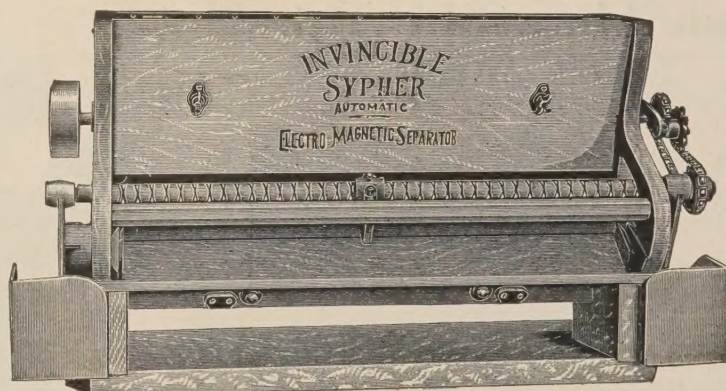
**B. S. CONSTANT MFG. CO.**  
Bloomington Illinois



Patented

## THE INVINCIBLE-SYPHER

Electro Automatic Magnetic Separator



**Very Durable—Small Consumption of Current**

Will positively remove all iron from the grain.

Has retaining force of 500 pounds, making it  
impossible for any iron to pass it.

This machine does not deteriorate with age—on  
the contrary actually becomes more efficient with use.

We are prepared to furnish a small inexpensive  
dynamo for it where current is not available.

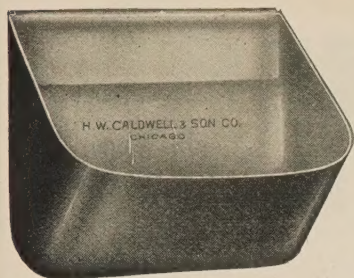
**INVINCIBLE GRAIN CLEANER COMPANY**

SILVER CREEK, N. Y., U. S. A.

—REPRESENTED BY—

F. J. Murphy, 234 Exchange Bldg., Kansas City, Mo.  
The Strong-Scott Mfg. Co., Minneapolis, Minn.  
C. L. Hogle, 526 Board of Trade, Indianapolis, Ind.  
Frank E. Kingsbury, 3418 Thomas St., St. Louis, Mo.  
J. J. Crofut & Co., 613 McKay Bldg., Portland, Ore.  
Chas. H. Sterling, Jefferson House, Toledo, Ohio  
C. Wilkinson, 25 South 61st St., Philadelphia, Pa.  
F. H. Morley, 805 Webster Building, Chicago, Ill.  
McKain Mfg. Co., Los Angeles, Cal.  
Buckley Bros., Louisville, Ky.





# Elevator Buckets

**Salem Buckets** fill easily, carry maximum load, and empty clean. Notice rounded corners and general shape. The best elevator bucket for all kinds of grain, and mill products.

Made in more sizes and gauges than any other bucket on the market. We fill orders promptly from the large stock which we carry.

SEND FOR CATALOG No. 34.

**H. W. Caldwell & Son Co.**

CHICAGO, 17th St. and Western Ave.  
NEW YORK, Fulton Bldg., Hudson Terminal, 50 Church St.

# Screw Conveyors



Unquestionably our Helicoid (continuous flight conveyor) is the best screw conveyor made. We are the originators of and fully equipped to make the sectional flight conveyor also, but advise customers to use Helicoid, because it is better balanced and more durable than any other screw conveyor, and renders more satisfactory service.

Helicoid conveyor is well adapted to the handling of grain and all milling products; cotton seed and cotton seed products, fertilizers, sugar, starch, rice, coal, ashes, cement, concrete, phosphate, sawdust and many other articles.

HELICOID COSTS NO MORE THAN OTHER CONVEYORS

**H. W. Caldwell & Son Co.**

CHICAGO, Western Ave., 17th-18th St.  
NEW YORK, Fulton Bldg., Hudson Terminal, 50 Church St.

## ELWOOD'S GRAIN TABLES

Show the value of any number of bushels or pounds of WHEAT, RYE, OATS, CORN OR BARLEY at any given price from 10 cents to \$2.00 per bushel. One of the most useful books ever offered to millers. Indorsed by prominent millers and grain dealers. Bound in cloth, 200 pages. Mailed on receipt of price.

\$1.25

Mitchell Brothers Publishing Co., 431 S. Dearborn St., Chicago, Ill.

## Reliance Construction Company

**Furnish Plans, Estimates and Build  
COUNTRY GRAIN ELEVATORS**

Our long experience as a builder of elevators insures you an up-to-date house. Write today.

625 Board of Trade Building,

INDIANAPOLIS, IND.

# Save Money

Use our

**Second-Hand Burlap**

for

# CAR LINERS

Comes in 100-yard pieces.  
Packed 1000 yards to the bale.

Write or wire for price

**St. Louis Bag and Burlap Co.**

325 N. Main

ST. LOUIS, MO.

## They All Point to the Bowsher

A mill that will crush or grind ear corn (with or without shucks), Kaffir in the head and all kinds of small grain.

A mill that has conical shaped grinders—which do the work close to the center of the shaft, thus effecting a great saving of power.

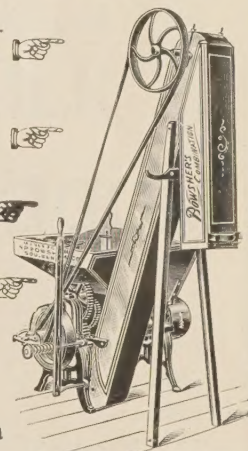
A mill that can run empty without injury, as the grinders will not strike together.

A model feed mill, light running and handy to operate; different from all others. A complete independent outfit.

These are a few of the many reasons why the Bowsher is the mill for you.

Sold with or without elevator. 10 sizes, 2 to 25 H. P.

**N. P. Bowsher Co., South Bend, Indiana**



### JUMPING ANIMALS

Something New

Greatest Advertising Novelties for Conventions or General Distribution.

Write for samples and prices quick.

We carry large lines of advertising novelties in metal, leather and celluloid.

Alschuler  
612 Schiller  
Bldg.  
Chicago



# HALLIDAY ELEVATOR COMPANY

## CAIRO, ILLINOIS

Branch Office: 620 Pierce Building, St. Louis, Mo.

**WANT**  
Consignments or to buy direct from  
**YOU**

Either St. Louis or Cairo

**YOUR business appreciated**

**SERVICE UNEXCELLED**

**WELLER-MADE**

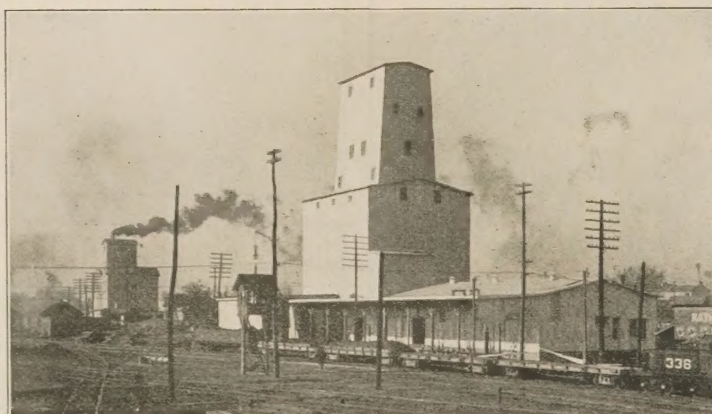
## MODERN GRAIN ELEVATOR EQUIPMENT

Shafting      Bearings  
Pulleys      Chain  
Hangers      Sprockets  
Sheaves      Gears

Friction Clutches  
Rope Drives

and all styles of

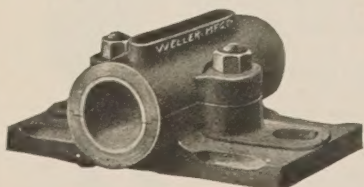
POWER TRANSMISSION  
APPLIANCES



Grain Elevators equipped throughout with Weller machinery

Buckets      Belting  
Bolts      Spouts  
Steel Legs      Tanks  
Boots      Man Lifts  
Power Shovels  
Wagon Dumps

We design and furnish elevators  
and conveyors for all work

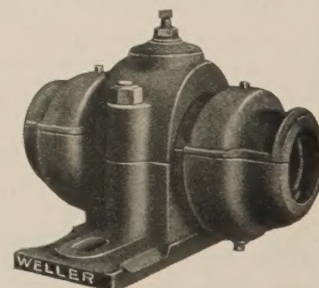


Pillow Block

OUR ELEVATING, CONVEYING AND POWER TRANSMITTING MACHINERY is well known for its thoroughness of design and construction and for its durability and efficiency in operation.

Our Engineering Department will help you select and design the most desirable equipment for your needs. Send for catalog No. 20

**WELLER MANUFACTURING COMPANY**  
CHICAGO



Collar Oiling Bearings





## Two Machines for the Price of One

THE No. 29 Double Blast "CLIPPER" CLEANER will give the same results passing the stock once through the machine that can be secured on an ordinary machine by passing the stock twice through.

It carries four full length screens mounted in two counterbalanced shoes. The stock passes over both sets of screens and through two vertical air blasts—equal to being cleaned twice.

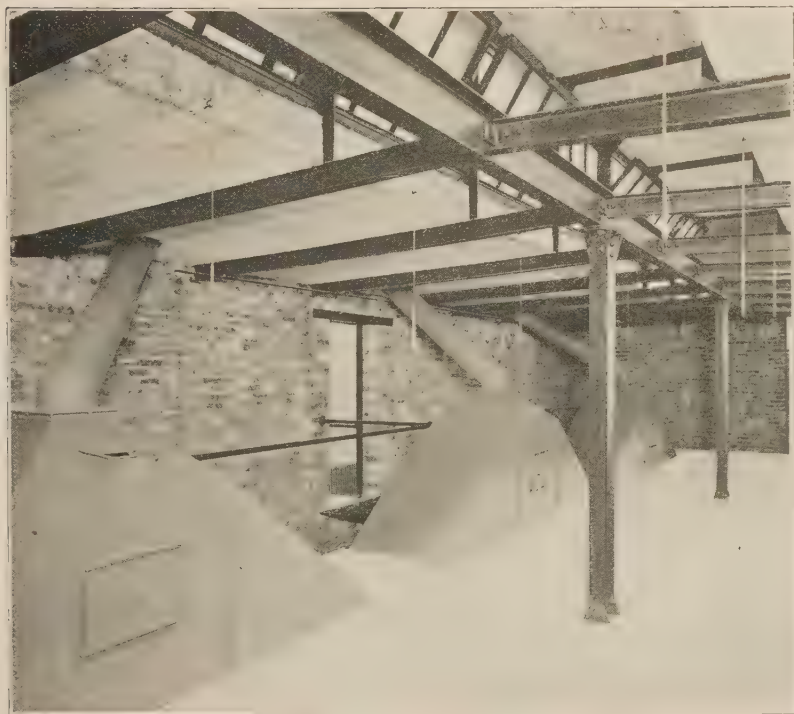
Each of the four screens is equipped with our Roller Bearing Traveling Brushes—the only perfect device ever invented for keeping the screen perforation from clogging.

The No. 29-A has no near rivals, and certainly is unequalled for the thoroughly satisfactory manner in which it handles all kinds of field and garden seeds, sweet corn, and for grading seed corn.

It is also equipped with the Special Air Controller, one of the many good mechanical features of our Cleaners. The Air Controller permits of wide variations of the air blasts and GUARANTEES ACCURATE RESULTS.

If you are looking for a machine with large capacity that will do the *best work* with the *least power*, write for our new catalogue No. 222.

A. T. FERRELL & CO., Saginaw, W. S., Mich.



Garner Floor of Great Northern R. R.  
Drying Plant

The above halftone illustrates the usual type of dust-tight garner installed over an Ellis Drier. The garners shown in the photograph are fed from scale hoppers within the elevator, which closely adjoins the drier house.

## Fundamental Facts About The ELLIS DRIER

The Ellis Drier is the only drier ever constructed which applies the drying air to **both** sides of the grain layer. Add this feature to the fact that the grain layer is only  $2\frac{3}{4}$  inches in thickness and you have one of the reasons why **with an Ellis Drier you can remove as low as 1-2 of one per cent moisture and do it with evenness**. If you want to know why evenness of drying is of such vital importance to the operator from a money standpoint, write us for Bulletin No. 18.

All Ellis Driers are constructed with **woven wire cloth** because we know that a hot steel plate will do injury to the product. We guarantee the drying process in an Ellis Drier will not mutilate, impair the color or parch the product in any way. We are prepared to furnish perforated steel plate driers at a reduction of 20 per cent over the cost of the wire cloth machines.

We have applied the **continuous feed system** to the Ellis Drier because we operate our own driers and know from a practical standpoint that it is a tremendous advantage. By the application of this system the drying process becomes a mechanical one. Furthermore you obtain greater uniformity in drying results because the grain is constantly turning over and over, thus exposing the various sides of the kernel to the air currents.

The Ellis Drier is the only drier which has a **return air system**. This is an exclusive patented feature and you cannot attempt to practice drying economy without its use.

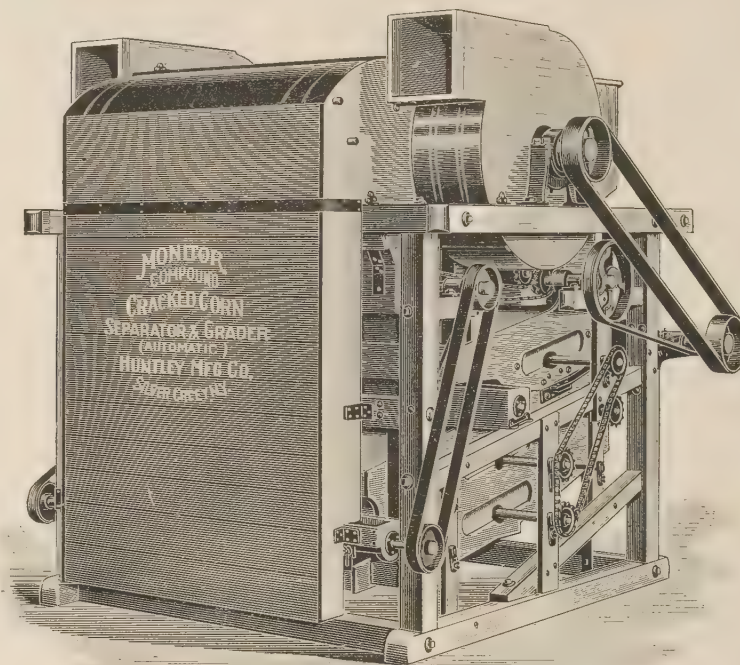
THE ELLIS DRIER COMPANY  
Postal Telegraph Bldg. Chicago, U. S. A.

GRAIN DRIERS COOLERS OAT BLEACHERS



*Monitor*

## Automatic Cracked Corn Grader and Cleaner



Several patents

### Almost as much again air and sieve work

Years ago when we built the first successful cracked corn grader we set up a standard for air and sieve work that was followed by other manufacturers. By specializing and constantly studying and improving we have had one success after another until this machine—"Monitor" the 4th, represents the most advanced ideas in cracked corn grader equipment and has almost again as much air and screen equipment.

Comparison will show clearly this improved type of "Monitor" Automatic Cracked Corn Grader has more desirable features of real use to the dealer wishing to make the cleanest and best appearing straight and fancy grades of cracked corn than any other outfit. Entirely automatic; heavy, refined construction throughout, this machine will endure years of the hardest service. Having the largest, deepest sieve surface finer clothing is used without curtailing the capacity; simple, positive, automatic sieve cleaners insure the maximum of uniformly sharp grades. In air work this machine is an innovation in Cracked Corn Graders—four wide suction legs; here you have air work ample to insure the cleanest, brightest appearing grades produced anywhere. For simplicity, free manipulation, and positive regulation, accessibility, etc., this machine ranks without an equal. Eccentrics are our fire-proof, disc-oiler type; hearings our exclusive design, deep-reservoir, self-oiling—ball bearings if preferred. Get posted.

**HUNTLEY MFG. CO., Silver Creek, N. Y.**



A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.



Published on the fifteenth of each month by Mitchell Bros. Publishing Co., 431 So. Dearborn St., Chicago, Ill.

Subscription price, \$1.00 per year.

English and Foreign subscriptions, \$1.75 per year.

VOL. XXXII.

CHICAGO, ILLINOIS, JANUARY 15, 1914.

No. 7.

## Quaker Oats Plant Increases Storage Facilities

New Storage Addition Completed on First of the Year—Twenty-four Cylindrical Tanks with 800,000 Bushels Capacity—Some Interesting Construction Details—A Splendid Spouting System—Excellent Arrangement of Bin Discharge Hoppers

**N**EARLY one million dollars has been expended during the past year in new buildings and equipment for the plant of the Quaker Oats Company at Cedar Rapids, Iowa. Before the improvements this was already ranked as the largest oatmeal cereal plant in the world, and now it is declared to have more than double the capacity of any similar plant in existence.

The storage facilities had to be increased to keep pace with the mill buildings and the Stephens Engineering Company of Chicago, has just finished a

new fireproof storage addition which received its first consignment of grain on Friday, January 2. This addition has a capacity of approximately 800,000 bushels.

The structure consists of 24 circular bins each 21 feet 6 inches in diameter, and 15 interstice bins, all 102 feet in height. A tower, which is shown on the north end, contains an elevator leg and stairway and is connected to the old tile storage, shown on the right, by a conveyor bridge having a span of 110 feet, and an elevation from the level of the rail-

road tracks of approximately 100 feet.

The new addition rests upon an inclined strata of solid rock. The excavation was accomplished through clay, sand, and shale, and varied from 12 to 25 feet in depth. In some instances as much as 6 feet of shale had to be removed before solid rock was reached. The entire building is of reinforced concrete construction. The bridge is of steel with a reinforced concrete floor, and corrugated lohmannized steel siding and roofing.

The grain is brought to the new storage by



NEW CONCRETE STORAGE TANKS OF THE QUAKER OATS COMPANY, CEDAR RAPIDS, IOWA  
Designed and Erected by the Stephens Engineering Company, Chicago.



means of a 30-inch belt conveyor running through the bridge, and distributed to the bins by a cross conveyor and three longitudinal conveyors. Each of the three longitudinal belts is equipped with a self-propelling reversible tripper, spouting to two rows of bins and the included interstices.

The contents of the storage is reclaimed by a conveyor system similar to the one above described. The four basement belts bring the grain to the elevator leg, from which it can be spouted back to a bin or returned to the receiving house by means of

another 30-foot belt conveyor through the bridge. Approximately 2,600 feet of conveyor belting was required. All the conveyors and the elevator are motor driven.

The spouting system is especially noteworthy on account of its unusual convenience of operation.

Another feature highly appreciated by the owners is the arrangement of the bin discharge hoppers which make all the bins accessible from the bottom as well as from the top.

## Legislative Privileges and Grain Exchanges

A Recent Resolution Which Was Voted Down by the Chicago Board of Trade—Some History Showing the Value of the Resolution—Corners Bring Discredit to the Exchanges—Bills of Lading on the Same Basis as Warehouse Receipts Would Abolish Corners

By JULIAN KUNE

ACTIVITY, whether manifested in single individuals or corporations, indicates sound and healthy conditions; progressiveness is a desire to improve existing conditions. That the Chicago Board of Trade has not lost any of its old-time vitality which brought it unto its present high position in the commercial world, is evidenced by the recent steps it took to improve the methods of trading and of maintaining its good reputation for fair dealings on the floor of the exchange.

According to Rule XXI of the Chicago Board of Trade, all deliveries upon contracts for grain or flax seed, unless otherwise expressly provided, are made by tender of regular warehouse receipts, which receipts have to be registered by an officer duly appointed for that purpose; all such warehouse receipts are made to run five days from date of delivery.

Just prior to the close of the year a vote was taken by the Board on an amendment to the above rule, which provided that after June 1, 1914, grain in cars shall be deemed a valid tender on contracts, the bill of lading or railroad receipt issued against same evidencing ownership, serving to convey the title to the grain, when conforming to the following requirements: That the deliveries should be made within the Chicago switching district, or, if arriving from the country, when it has reached the railroad yards where the inspection for the Chicago market is made.

The next requirement is an inspection certificate showing the grade called for in the sale. Also a certificate of weights from the official Board of Trade weighmaster. The seller also to furnish the buyer with certificates of insurance against losses by fire, which insurance is to run for at least five days. In all cases grain in cars shall be treated on the same basis as grain in warehouses, and bills of lading, freight receipts, etc., shall be recognized as a warehouse receipt.

There were other minor requirements, but enough have been quoted to show that nothing fairer to both seller and buyer could have been adopted to be part of the rules and regulations of the Board. But it was nevertheless rejected; what the reasons were I am unable to say. It is to be hoped that it was not the decadence of the Board's past moral ethics that caused the defeat of the amendment, nor does the writer believe that could have been the cause, but it was more of a neglect of duty on the part of a majority of the members, in whose interest the change was proposed. We should also remember that a corporation of the magnitude of the Chicago Board of Trade does contain some individuals who join it, not from motives of doing good to others, but to amass fortunes for themselves by every means which are not positively interdicted by rules and regulations. There is a saying: "Fear of punishment never makes a man honest."

It is just against men of that kind that rules and regulations are necessary in order to protect the

name and reputation of the majority of men who wish to do the right thing to their fellow men. The greatest of political economists, Adam Smith, had such men in mind when he wrote: "The popular odium which attends the corn trade in years of scarcity prevents people from entering into it. It is left to an inferior set of dealers." That was the conception people had of grain dealers during the first half of the eighteenth century, but in the nineteenth and twentieth centuries the moral standard of grain dealers occupies a higher plane. Only now and then arise men who, affiliating with grain exchanges, become impatient of amassing wealth legitimately, and take recourse to running corners in the products of the soil and thereby expect to get rich quickly. The prevention of this very odium on the grain trade and the Board of Trade prompted the framing of the above referred to amendments and their presentation to the members of the board.

Those who were members of the Board of Trade during 1868 and 1869 may still remember those years, noted for attempted corners on almost every commodity dealt in on the Board. It often happened that the fluctuations in wheat between the morning and afternoon session was from forty to fifty cents a bushel. Business was disorganized and chaos ruled supreme. The rich man of today could not tell what the next day would bring him, riches or abject poverty. Speculation ran wild to the detriment of all except the few who initiated the corner. During those same years two attempts were made to corner corn, one on rye and one on oats. Although not all succeeded in their object, they still caused great mischief in disorganizing business and casting odium on all Board of Trade transactions, and laid the foundation for the prejudice which the general public entertains for all exchanges.

The attempts to forestall the markets and to corner commodities dealt in, are too numerous to mention here. I shall mention only a few of the most flagrant ones. Old members will remember the great corner on corn in 1885. There were many lame ducks as the result of that corner. The corner in wheat in June and July, 1882, must certainly still linger in the memory of the old-timers of the board. A. M. Wright and the writer for weeks pleaded the case for the delinquents before the committee which was appointed by the directors of the Board to determine the shipping value of both June and July wheat at the close of the respective months. The committee, notwithstanding that June wheat was selling in Chicago at \$1.18, awarded to the complainants \$1.33 as the settling price. I do not remember what the settling price in July wheat was, but I know it was at least ten cents higher. On both those occasions it was not the habitual speculator of the floor who was badly hit, but the country shippers and their commission men, for there was no scarcity of wheat in the country; it simply could not be put into the public elevators in time to get out the warehouse receipts. It was a

strange combination of circumstances which prevented the railroads from switching the wheat-filled cars to the elevators they were consigned to.

No amount of stringent prohibitive rules against forestalling the markets will help matters. I recall the time when the most strict resolution against corners was adopted by the Board. Everybody thought that at last the millennium had arrived, but hardly a month had passed when pork was driven up to \$33.25 a barrel and there was no scarcity of either hogs nor made pork in the country.

The only remedy that would mitigate such conditions would be to pass rules such as the amendment above referred to. If that rule or something similar to it, would be adopted no one would run the risk of attempting to run a corner in any grain for fear that he would be swamped by the hundreds of laden grain cars during the last few days of the month.

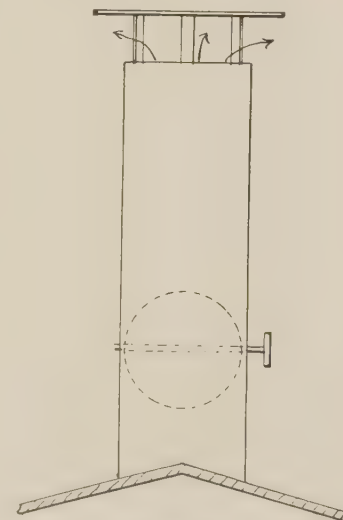
It frequently happens that when corporations are accorded extraordinary legislative privileges, such as the Chicago Board of Trade possesses, the members of such corporations, intent upon their own individual interests, leave the running of the corporation to the few, and occasionally among these few may be found some who are easily biased and influenced in a direction which is quite the reverse of that leading to the good of the majority of the members. This majority is only active when, through some great wrong done to the reputation of the Board, they awaken from their lethargic state and, by their votes, rectify the wrong act of the designing few. Of course, allowance should also be made to the differing opinions entertained on any given case by such a large number of men belonging to the same corporation. They all may be honest, but mistaken in the viewpoint they take of any given proposition. The lines between legitimate and illegitimate trading in futures is so faint and indistinguishable that it would take almost superhuman knowledge to tell the difference.

## A SIMPLE VENTILATOR

BY PAUL BROWN.

These days are pure air days. That is to say, we are told that pure air is essential to good health. Few are there who will doubt it, but remarkably few heed it.

When air becomes heated it rises and when you



AN EASILY MADE VENTILATOR

get above the windows you will find an atmosphere that is not very invigorating. If you will put a ventilator in the highest part of the roof you will find that you will have better air in the building at all times. When you have hot bad air escaping out of the roof all the time and fresh air coming in, you will note a big benefit.

Your tinner can make this style of ventilator for you and you can put it up yourself. Put up one every 10 feet at the highest point in your roof. The tube should be at least 8 inches in diameter and have a damper that can be closed in extreme cold weather.



## New Lehigh Valley Elevator at Jersey City

Lehigh Valley Railroad Makes Bid for More Export Grain—New Elevator Equipped with Complete Drying and Cleaning Machinery—Every Detail Designed for Speed and Efficiency

THE ACTIVITY of the Atlantic ports for improving the service of the export grain trade continues without intermission. New York harbor has recently received new facilities in the Lehigh Valley Railroad Company's terminal elevator at Communipaw, Jersey City, N. J., which will not only take care of nearly half a million bushels of grain, but is also equipped to dry and sack it for export. There is still a great demand for sacked grain in those ports where receiving elevators are not available, and the equipment of this new house

The operating house has large unloading pits to which grain can be delivered from cars on two tracks. The receiving elevator has a capacity of 12,000 bushels, the grain being conveyed to it from the receiving pits by belt. A shipping elevator of the same capacity is arranged to ship the grain in bulk or in bags to canal boats, and in bulk to ocean-going steamships.

The storage house is comprised of 33 tanks with a capacity of 10,000 bushels each, and 20 interstice bins of 4,000 bushels capacity each. The tanks are

Drier, with a capacity of 1,000 bushels per hour.

The dust collecting system is very complete and was furnished by the Cyclone Blow Pipe Company. The dust is carried from the cleaning and clipping machines to a sacker, from which it can be carried in bags and disposed of with a minimum of trouble and annoyance.

All the grain, both in and out, is weighed on Fairbanks Hopper Scales of 1,600 bushels' capacity. The grain is distributed to the storage bins and taken from the storage bins by means of belt conveyors of 12,000 bushels per hour capacity. Arrangements are provided by means of a reversible conveyor whereby grain received in the new elevator may be taken to the new plant over to the present transfer elevator, and vice versa, grain received in the present transfer elevator may be taken to the new plant for cleaning, drying, or shipping purposes.

There are five elevator legs including a re-ele-



THE LEHIGH VALLEY RAILROAD TERMINAL ELEVATOR AT JERSEY CITY  
Designed and Constructed by the Witherspoon-Englar Company, Chicago.

is designed to make a strong bid for the business to these ports.

The new elevator was designed and built by the Witherspoon-Englar Company of Chicago, and is thoroughly modern and fireproof in every particular, being constructed entirely of reinforced concrete. The storage house has a capacity of 410,000 bushels, and the operating house, constructed of steel with all floors and roof of reinforced concrete and exterior walls of expanded steel and cement plaster has an additional capacity of 36,000 bushels.

14 feet 8 inches in diameter and the walls are 7 inches thick.

A particular feature of the new plant is the special means of putting the grain in condition before shipment. The cleaning facilities of the plant, consisting of Eureka Cleaners furnished by the S. Howes Company, of Silver Creek, N. Y., can handle 2,000 bushels per hour, and the oats clipper, of the same make, has a capacity of 1,500 bushels per hour. The drying plant is contained in a separate brick and fireproof building, located at the east end of the elevator, and is equipped with a Morris Grain

vating shipping leg and two cleaner legs. Two of the belts above the bins have trippers for storage, the third serving either the drier or the old house. There are three belts over and three under the tanks. On the second floor there are two belts from the sacking machines to the dock spouts, making ten conveyor belts in the plant, each 36 inches wide. The machinery for this complete system was furnished by the Webster Manufacturing Company of Tiffin, Ohio.

The entire plant is electrically equipped and op



erated, and has intercommunicating telephone system and electric signals.

There is an emergency car-loading spout and three loading spouts on the dock side, one from the shipping leg and two from the second floor. One of these second floor spouts carries the sacks of grain after it has been weighed through two automatic scales, from a conveyor belt specially arranged to carry sacks.

The channel from the dock side opens directly into New York bay and has been dredged to a depth of 23 feet. A concrete bulkhead faces the dock and all of the buildings rest on piling and concrete.

## MAKING CHAMPION CORN-GROWERS OF BOYS

BY FELIX J. KOCH.

Down in Ohio—the state long famous for the Miami Bottoms, accounted the richest corn lands in America before the far West began encroaching on its laurels—they have been conducting an interesting experiment in corn culture by offering prizes to the boys for banner yields of corn. Among other devices for inciting the boys to such activity, the Chamber of Commerce at Cincinnati, a great clearing-house for the Corn Belt, offers as prize a trip to the National Capitol at Washington. Joseph D. Flynn of Middletown, Ohio, is the lucky boy who won the trip this year.

Of all competitors, Flynn secured the greatest yield of corn off of one acre of land—and this with boys in Hamilton, Butler and Clermont Counties competing against him. Young Flynn succeeded in making his acre yield 84.441 bushels, leading Chester Broughton, of Somerville, the next nearest winner, by more than two bushels. The highest production in Hamilton County, in which Cincinnati is located, was that of Richard Hammel, of Lockland, whose acre yielded 77.634 bushels. The best record in Clermont County, where ex-President Grant farmed as a boy, was made by Herman Fagley, of Bethel, who forced 78.541 bushels from his acre.

The range, in the several counties was—Butler, from 46 to 84 bushels; Hamilton, 52 to 77 bushels; Clermont, 32 to 78 bushels. The successful con-

testants for the Chamber of Commerce prize in the three counties.

Pressed for information as to how he obtained this result, Flynn referred to his little record-book and produced the following data: Placed twelve loads of manure on the acre in February; plowed nine inches deep, April 1; disked, harrowed and rolled field four times; planted corn, May 5, one kernel to a hill, ten inches apart; first cultivation, May 24, with corn two inches high; second cultiva-



THE EDGE OF THE FIELD

tion, June 14; third, June 20; suckered the plants, June 21.

About a week later a heavy windstorm swept the acre, badly discouraging the young farmer, as the havoc created prevented successful further cultivation. However, he took up the work with renewed vigor later on, with the result already noted.

The land upon which Flynn grew his corn has been cultivated for sixty-five years. The soil runs

## ELEVATOR FIRE-ESCAPES IN KANSAS

Country grain dealers in Kansas are considerably wrought up by the order of W. L. O'Brien, State Commissioner of Labor and Industry, to have a metallic fire-escape on the track side of every elevator in the state. The authority for this order is found in a section of the session laws, which reads:

Every building now or hereafter used, in whole or in

part, as a public building, public or private institution, business building, warehouse, grain elevator, office building, school house, church, theater, public hall, place of assemblage or place of public resort, lodge room, boarding, lodging, tenement house, apartment house or rooming house, three or more stories in height, shall, within sixty days after the taking effect of this act, be provided with one or more metallic ladders or stair fire-escapes attached to the outside wall thereof, and extending from or suitably near the ground to the uppermost story thereof, with platforms of such shape and size and in such proximity to one or more windows of each story above the first as to render access to such ladders or stairs from each such story easy and safe; in all cases a metallic ladder, not less than eighteen inches between the sides, shall be made to extend from the topmost platform to at least three feet above the fire wall or roof; the number, location, material and construction of such fire-escapes to be subject to the approval of the fire marshal, chief of the fire department, city or town marshal, or such other authority as may have the control of fire regulations in any city or town where such buildings are located.

The fact that the law applies only to elevators of three or more stories in height seemed to exclude the country elevators, as they have only the dump or working floor, and the Texas floor. Secretary E. J. Smiley of the Kansas Grain Dealers' Association, tried to convince the commissioner that the legislature had not intended including country elevators as it had not been demanded by the employees working in these houses and as there was not on record a single case of loss of life from fire in them. Failing to convince the commissioner, Secretary Smiley submitted the case to the attorneys of the association and to Ex-Senator Noftzger, general counsel for the Kansas Flour Mills Company, who operate over 100 elevators in the state.

The opinion of the attorneys coincided with that of the secretary, as they held that country elevators were not included in the places alluded to in the law.

An attempt was made to get a test case before the courts, but the commissioners would not agree to this, so the association recommended to its members that they pay no attention to the order. The expense of the first test case which comes up will be borne by all members of the association. The railroads would probably object to the carrying out of the order as there is a provision in the lease



SATISFIED WITH THE YIELD

testant was sent to join the Boy Corn-Growers' Special, visiting Washington, Baltimore and Philadelphia on its tour.

Of course every one is most interested in knowing the method pursued by this young Flynn, the fifteen-year-old boy who succeeded in producing the 84.441 bushels of high grade shelled corn on one acre of land, the best record of any of the young

to a depth of eight feet. The seed used was Yellow Dent, grown by Flynn's father on the farm, this seed testing a hundred per cent before planting.

The young man has lived on a farm for eight years, during which time he has given much time to scientific farming. He attends school at Middletown, some three miles from his home, and worked his acre at odd moments.



made with the carrier and elevator owner that there is to be a clear space of at least five feet between the outside rail and all industries located on the right of way. As in almost every case the proposed fire escapes would encroach upon this five feet, they would be a constant menace to trainmen in the discharge of their duties.

#### A QUARTER-MILE CONVEYOR BELT

The grain trade has almost lost its capacity of being startled by new records in size of elevators and equipment, but a belt which has just been completed by the B. F. Goodrich Company at Akron, Ohio, makes the most sophisticated pause to wonder where the end of these great developments will be.

This conveyor belt (which is to be used in handling coal) measures 1,322½ feet in length, 36 inches in width, is of 7-ply construction with a 3-16-inch top rubber cover, and weighed, net, over 14,000 pounds. In order to handle it in shipment it was necessary to divide it into two sections, but it will be used on one conveyor.

The Goodrich factory is the largest in the world,

was not determined by the competition of the independent elevator company, but was controlled wholly by the price offered by the milling companies at Jamestown. The question of elevator competition or unfair discrimination was, there-

fore, not at issue in this particular case.

In its written decision of the case the Railroad Commission covered the subject of competition and discrimination so exhaustively as to settle all probable cases of the kind that may in the future arise

## The Romance of Grain

### A History of Grain and the Grain Trade of the World from Remote Ages

By JOHN MCGOVERN

Author of "The Fireside University," "Hospitality," "Paints and Pigments," "Trees," "An Empire of Information," Etc.

#### XIII CARTHAGE

TYRE'S COLONY.

THE Carthage made celebrated by Hannibal, whose history is written by the hostile and finally victorious Romans, stood across the water from Rome, and was founded by aristocrats fleeing from Tyre about 872 B. C., although there had been factories along the African coast for 700 years previously. Carthage introduced key-pieces for hides, or leather coins (with metal tags), and

Greeks, the great Gellius retired within the treasury and burned all to the ground. The merchants improved on this early architecture.

#### BOOKS LOST.

When the Romans overwhelmed Carthage, they also aimed to destroy the "Wall Street" of that time. Extensive "libraries" of deeds and contracts, such as those at Babylon and Nineveh, were thus lost to the study of posterity. Tyre met the same oblivion. The farmer of antiquity never made true peace with the money-changer.

#### XIV GREECE

THE NEW HISTORY.

Once history nearly began with Greece. That proud nation or people spelled ancient words its own way, and declared that its men sprang out of Grecian soil. But there were lying under the sands of Egypt and Mesopotamia long-forgotten and then unreadable monuments that have put Greece a very long way down in the line of history—as we see.

We find, now, that, in the early History of the Grain Trade, Greece plays the part of a then barbaric region where Phoenician factories were set up, and savage tribes, of offspring of Japhet, son of Noah, traded their Wheat. Yet these Greeks, to whom Cadmus taught their letters, afterward ranked with piracy the calling of a merchant.

Plutarch, in his life of Solon, is one of the few great Greek writers who speak well of merchants. Finally, however, over-population compelled the Grecians, about 731 B. C., to send out Sea Caravans of their own, to found colonies in the western islands of the Mediterranean, and to contest the power of Phoenicians and Carthaginians.

There never were stores or treasures of grain at Athens or other Greek cities equal to the accumulations of Memphis, Thebes, Babylon, Nineveh, Ecbatana, Tyre, Carthage, or Agrigentum.

There is an "oration of Lycias against the grain merchants," and the "treasurers of the Grain" were petty officers of Athens. There were public grain-measures in the market-place (Agora).

Pausanias, in his "Description of Greece," mentions a granary at Mycenæ which has been exhumed by the moderns. It measures 27x20 feet. There are enormous bolts on the door. It is like the granaries of the Carthaginians in Sicily, cut in the rock. There is always an inner chamber.

#### SAMPLES.

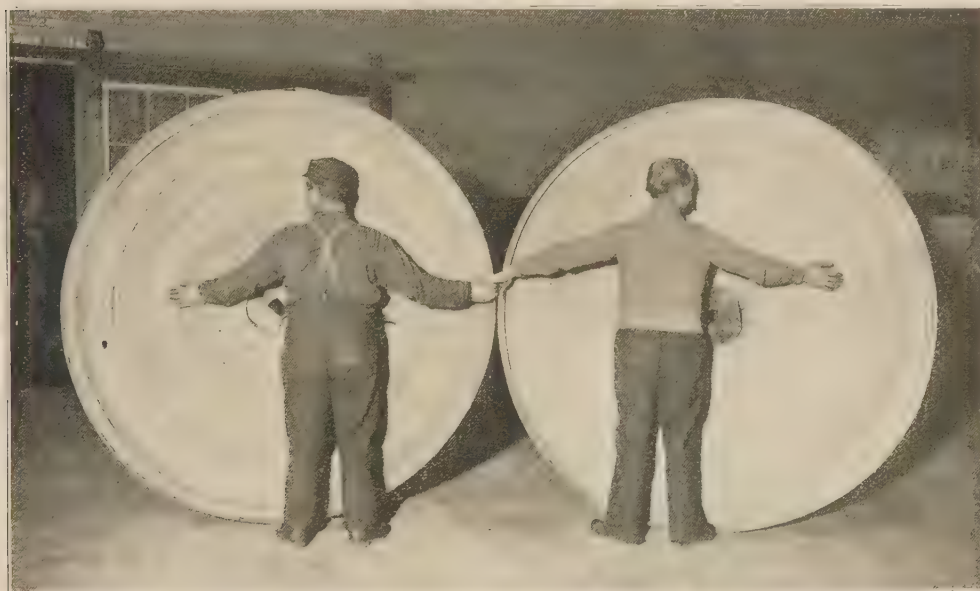
Phoenician merchants, landing in the Piræus (Athens), carried samples of their grain in little dishes, as our cash-tables outside the wheat-pit, etc., display little bags containing the grain that is for actual sale at the momentary price made on theoretical Wheat in the Pit nearby.

#### HESIOD.

The earliest works on agriculture known to the world a century ago, outside of the Mosaic laws, were classic poems. Of these the Greek Hesiod's "Works and Days" comes first. Hesiod is as old as Homer.

[TO BE CONTINUED.]

The year's reports show a great gain in the receipts of grain and the manufacture of grain products in Minneapolis. Wheat receipts for the year show an increase of 30,657,890 bushels over the year before, or a total of 128,221,490 bushels. The oat crop nearly doubled and more than twice as much rye was produced, while flax and barley show heavy gains.



THE TWO SECTIONS OF A 14,000-POUND BELT

and its belt room is likewise the greatest in size and capacity. Transmission, elevator and conveyor belts, ranging from the smallest transmission to immense 72-inch conveyors, may be turned out at the rate of approximately four miles per day. This vast production has enabled the Goodrich factory to effect many manufacturing economies and to offer service which has been the subject of much favorable comment.

Shipments are being made constantly to the four corners of the earth, and Goodrich belts, especially Longlife Conveyors, are to be found not only in grain elevators and mills but in other plants everywhere.

#### ELEVATOR COMPETITION DECIDED BY COURTS

A recent decision by the State Railroad Commission of North Dakota will undoubtedly have a far-reaching influence in the settlement of differences between numerous co-operative elevators and line companies of the Northwest. The ruling was made in reviewing the complaint of the Farmers' Elevator Company of Eldridge against two line companies, charging that the line elevators had practically driven the independent concern out of business by paying a higher price for grain at Eldridge than they paid at similarly situated points in the state.

There was no attempt at denial of the charge by the line companies, but they succeeded in convincing the commission that the difference in price

these pieces probably had the bull's picture on them, like the early gold coins of Lydia. The Carthaginians traded with the natives, bartering slaves, ivory, ebony and beads for Wheat and raw materials. Carthage sent Caravans across Sahara to the Grain Coast, but this Grain meant *peppers* instead of Wheat. A strict monopoly was enforced, even against Tyre and Sidon—hence, of course, war, and particularly the Punic Wars, with Rome.

#### THE SACRED OXEN.

We have noted enough regarding the early practices of mankind to understand by this time that the "treasure" of the nation, kept at the temple, was largely Wheat. The golden vessels and candlesticks were ornamental and reverential. Now, as soon as the wheeled vehicle was invented, the temple itself—or ark—could be taken aboard, and the "treasury" could go with the migration, when a people colonized or were forced to flee, as the Jews out of Egypt, the Carthaginians out of Tyre, the Goths into North Europe. The Carthaginians had treasuries on wagons. The sacred wagon long afterward went into battle flying the nation's banner, and there are pictures in manuscripts as late (A. D. 1380) as Froissart that recall to the mind the Wheat-stores of the gods carried with the migratory people of antiquity in their quests for new fields that would grow the precious grain.

#### FIREPROOF ELEVATORS.

Like the strong chambers at Tyre, the Wheat-treasuries of the Carthaginians defied attack. They built similar rock chambers at Agrigentum in Sicily. When the men of Carthage took this city from the

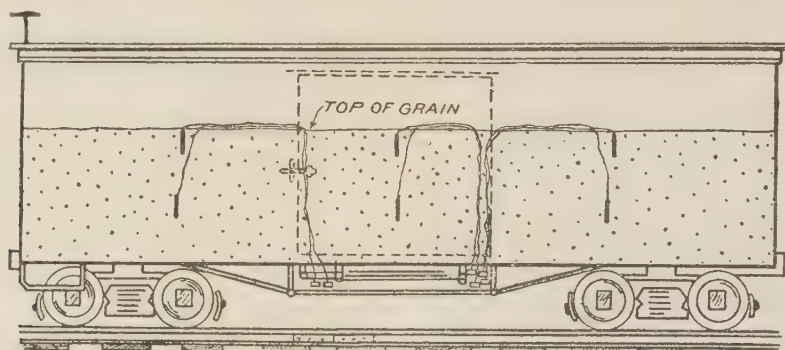


## The Shrinkage of Shelled Corn in Transit

Four Experiments, Conducted by the United States Department of Agriculture, Show that Moisture Content Determines Amount of Loss—The Effect of Moisture on Temperature of Corn is Also Shown—Details of the Tests Explained

THE question of loss by shrinkage in corn shipments is continually brought up by carriers in the settlement of claims for loss in transit. The variety of opinion as to the amount of natural shrinkage, held by the shippers themselves, has given a wide leeway to the railroads in defending their liability for loss, and without authoritative answer to the question, the shippers have often been forced

colored. This car, with an average moisture content of 19.8 per cent, showed a total shrinkage in weight of 2,450 pounds, or 3.65 per cent. Car No. 3 held 17.8 per cent of moisture and lost 290 pounds, or .44 of 1 per cent. The corn in car No. 5 was kiln dried with 16.7 per cent of moisture. The loss was 120 pounds, or .18 of 1 per cent. In all of the cars the temperature of the corn responded to the



SECTION THROUGH CENTER OF GRAIN CAR  
Showing Position of Six Electrical Resistance Thermometers in the Corn.

to accept terms that actual measurement of the loss would not have warranted.

Important light has been thrown on the subject by a series of experiments conducted by the United States Department of Agriculture under the direction of Dr. J. W. T. Duvel and Laurel Duval, who have just issued a bulletin, No. 48, of the Department of Agriculture, giving an account of the tests which will no doubt furnish important testimony in future cases that may arise.

The first experiment consisted in the sending of five cars of corn from Baltimore to Chicago and return, over the Baltimore and Ohio Railroad. The grain in each car averaged 66,832 pounds, or a little over 1,193 bushels. The corn was taken from regular stock in the Locust Point Elevators and was selected with a view of having a relatively wide range of moisture content in the several lots. The corn was thoroughly mixed by handling before being loaded, so as to attain as near uniformity as possible throughout each car. Six electrical resistance thermometers were arranged in each car, as shown in Fig. 1, which were attached to outside registers so that the temperature of the grain could be ascertained at any time without opening the cars. The average condition and quality of the corn in each car at the beginning of the test, as represented by the analyses of samples taken during loading, is shown in Table I. Of course the cars in all the experiments were carefully selected and thoroughly coopered.

TABLE I.

Car No.	Moisture content. Pct.	Sound corn. Pct.	Weight per bushel. Lbs.	Cob, dirt, etc. Pct.	Badly broken kernels. Pct.
1.....	19.8	93.2	53.1	1.1	5.0
2.....	18.6	95.9	53.6	.3	3.1
3.....	17.8	96.0	54.1	.7	4.9
4.....	17.4	97.4	55.0	.7	4.2
5.....	16.7	94.1	54.0	1.8	5.7

The cars were in transit from April 14 to May 11, 1910. The average temperature of the corn immediately after loading varied from 52 to 58 degrees Fahr., or practically at air temperature. Table II shows the shrinkage and temperature changes on each of the five cars of corn. It will be seen that the loss of weight varied according to the moisture content, and also that this factor influenced the temperature. Car No. 1, in which the greatest loss occurred, held corn of highest moisture content, which deteriorated markedly in transit and when unloaded, was hot, sour, and dis-

variations in the temperature of the outside air, except in car No. 1, where the fermentation was so rapid as to conceal any influence of the air temperature. This is clearly shown in Fig. 2, which

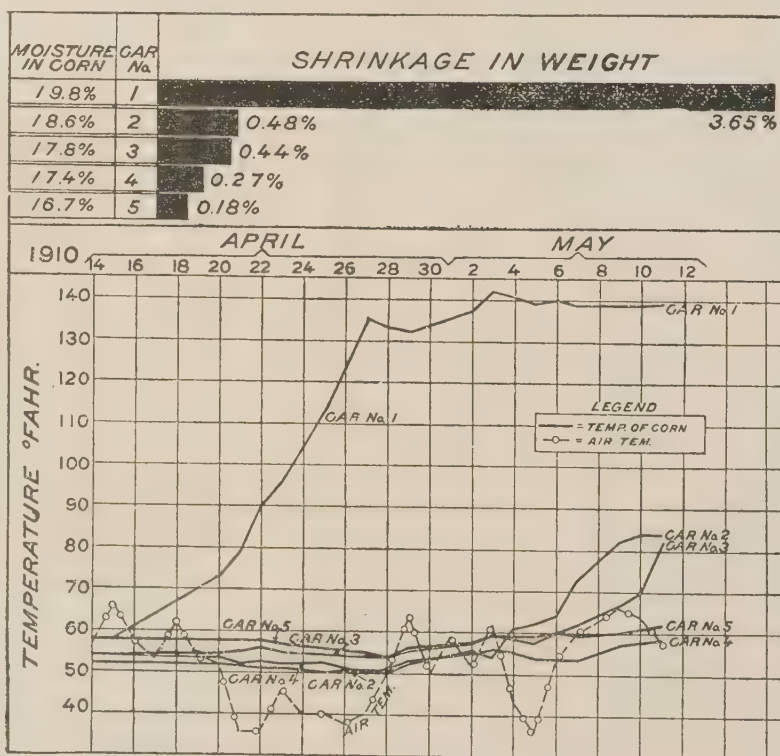


DIAGRAM SHOWING SHRINKAGE IN WEIGHT OF CORN  
From Data Obtained in Connection with Five Cars of Corn Shipped from Baltimore to Chicago and Return.

shows the daily temperature in each car and of the air.

Car No.	Moisture content. Pct.	Net weight. Lbs.	Shrinkage, or loss in weight. Lbs.	Pct.	Average temperature of corn when—	
					Loaded. ° F.	Unloaded. ° F.
1.....	19.8	67,130	2,450	3.65	58	139½
2.....	18.6	67,120	320	.48	52	84
3.....	17.8	65,920	290	.44	54	82½
4.....	17.4	67,160	180	.27	54	58½
5.....	16.7	66,940	120	.18	58	62

The second experiment was conducted from December 24, 1910, to January 20, 1911. Four cars were sent from Baltimore and return, this time,

and in the subsequent experiments, over the Pennsylvania lines, via Fort Wayne. A duplicate car of each lot of grain was loaded at the same time and held on track at Baltimore to get comparative results. The cars were selected and prepared as in the first experiment, the moisture content of the corn being 22 per cent in car No. 1; 19 per cent in car No. 2; 17 per cent in car No. 3; and 13.3 per cent in car No. 4.

The loss by weight on car No. 1 was .27 of 1 per cent, while the car containing the same kind of corn, but which was held on track at Baltimore, lost .34 of 1 per cent. Car No. 2 lost .21 of 1 per cent, while the corresponding Baltimore car lost .24 of 1 per cent. No. 3 car lost .09 of 1 per cent compared with a loss of only .04 of 1 per cent for the Baltimore car. No. 4 lost .13 of 1 per cent in transit and .16 of 1 per cent at Baltimore. The small losses in this experiment were due, of course, to the cold weather, the average temperature of all the corn actually decreasing 1.5 per cent during the test. The air temperature average, loading and unloading, was 31.5 and 33.9 degrees.

The third test, from March 2 to March 29, 1911, was similar in all respects to the second test except the moisture contents and the slightly greater loss due to the warmer season. The moisture content was, respectively, 21.6 per cent, 19.9 per cent, 17.4 per cent, and 14.1 per cent. The losses in transit were .58 of 1 per cent, .24 of 1 per cent, .23 of 1 per cent, and .15 of 1 per cent. The losses on the check cars at Baltimore were, respectively, .59 of 1 per cent, .26 of 1 per cent, .23 of 1 per cent, and .11 of 1 per cent. The close correspondence of the losses in transit and at Baltimore during this test is due to the similarity of air temperature at all points. The two No. 1 cars showed marked deterioration in condition due to the high moisture content, and undoubtedly a few days more would

have shown a much greater loss, as the temperature of the cars when unloaded was 112 and 109.7 degrees.

In the fourth test the eight cars were loaded on May 11 and were unloaded on June 1, 1911. The moisture content was 18.2 per cent, 17.8 per cent, 16.9 per cent, and 13.9 per cent. The losses in transit were 1.23 per cent, .30 of 1 per cent, .39 of 1 per cent, and .06 of 1 per cent. The losses in the Baltimore cars were 1.60 per cent, .55 of 1 per cent, .59 of 1 per cent, and .11 of 1 per cent. The Baltimore losses were much greater than in



transit, as the mean temperature at Baltimore was much higher than that through which the other cars passed. The corn on car No. 1 was badly damaged when unloaded.

The averages for the four tests are shown in Table III. On the four tests the average loss in transit was .52 of 1 per cent. If the two badly damaged cars, No. 1 in experiments 1 and 4 are excepted, the loss was .27 of 1 per cent.

INSERT TABLE III

The car of corn having 17 per cent moisture, which was used in the second experiment, was also used in the third and fourth. In December the temperature ranged from 30.5 at the time of loading to 30.6 degrees at the time of unloading. The shrinkage was .07 of 1 per cent. In March the temperature ranged from 40 to 40.6 degrees, and the shrinkage was .23 of 1 per cent. In May the temperature ranged from 61.4 to 93 degrees, and the loss was .49 of 1 per cent.

The result of the tests drew forth the following conclusion from the experimentors:

- 1. There is unquestionably a natural shrinkage

moths in size, shape, and manner of flight. In color they are light grayish-brown or buff, with a satiny luster, and more or less lined and spotted with black. The wings are narrow and pointed, the back pair and a portion of the back margin of the front pair being bordered with long, delicate fringe. They measure a little over half an inch when expanded.

The females lay from 60 to 90 eggs, depositing them singly or in lots of about 20 upon both mature and immature standing corn, upon grain in the shock and the stack and upon grain in the bin or the crib.

The oval shaped eggs, white when first laid, but soon turning reddish, are placed in longitudinal channels on the side of the grain, and between the rows of kernels on ear corn. They hatch in from four to ten days, depending upon the temperature, and the larvae burrow into the kernels, feeding upon the starchy material within. Although the opening through which the larvae enter the kernel is hardly discernible, once inside, the extent of their depredations, as shown in the illustration, is con-

A COMPLETE EQUIPMENT FOR AN  
ILLINOIS HOUSE

An elevator has just been completed by L. J. Kaiser at Maroa, Ill., which is said by railroad officials to be one of the best appointed country houses on the Illinois Central lines. Mr. Kaiser came to Maroa from Oakland, Ill., and took over the site formerly occupied by the Shellabarger Elevator which was destroyed by fire last June. The new plant is the product of 17 years' experi-



THE L. J. KAISER ELEVATOR, MAROA, ILL.

in commercial corn during transit and while in storage.

2. Natural shrinkage varies with the moisture content of the corn and the atmospheric conditions to which it is exposed.

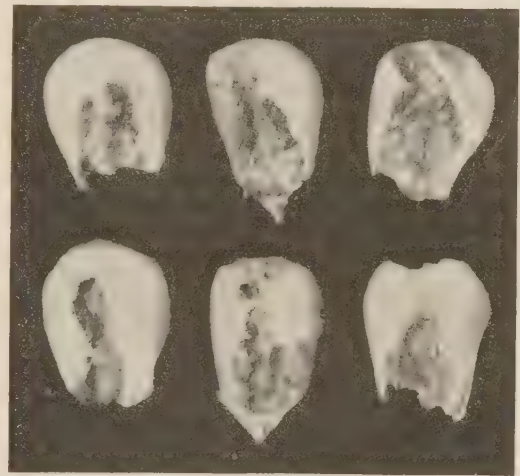
3. Natural shrinkage in corn that has become sour and hot is very rapid and may amount to several per cent within a few days.

The last two conclusions will find ready acceptance, but the general application of the first will meet with strong denial, as tests, quite as thorough as these, have proven that under certain conditions corn naturally gains in weight, both in transit and in storage. However, in the main, the results attained are very valuable and will form the basis for presumptive evidence in many cases.

THE ANGOUMOIS GRAIN MOTH

The harmless looking little grey moths which are found fluttering about in grain elevators and over fields of ripened grain, cause more loss to the grain trade than all the fires and floods. In a bulletin recently issued by the Kansas State Agri-

siderable. Sometimes only the outer shell of the grain is left and yet the presence of the larvae may be unsuspected except for the difference in weight. In the smaller grains usually a single larva infests



SOME DAMAGED KERNELS OF CORN  
Showing the Work of the Larvae of the Grain Moth;  
1½ Times Natural Size.

a kernel, but in corn two or three may be found in a single grain.

The little caterpillar, when fully grown, is about one-fifth of an inch long, white with yellowish head. It has six legs in front, four pro-legs in the middle and one pair at the tip. In from 20 to 24 days it reaches maturity, spins a cocoon about itself, and transforms into a pupa. A few days later the moth emerges, thus completing the entire life cycle in about five weeks.

In Kansas and further north the larvae hibernate during the winter, and there are only five broods each year. In the south, however, there may be as many as eight broods. This insect is the most serious pest known upon ear corn in the crib.

ence as a country grain dealer, combined with the skill of the Decatur Construction Company of Decatur, Ill., and is thoroughly modern throughout.

The main building is 32x48 feet on the ground plan and is 56 feet to the plate and 36 feet to the peak. The annex for corn storage is 24x28 feet and reaches to the eaves. The foundation, 12 feet deep, is of concrete, 36 inches thick at the base. The building is studded with fine layer plates every eight feet, covered with galvanized steel. It has 13 large bins with a total capacity of 60,000 bushels. The roof is of fireproof granite and asphalt composition.

The boot pit, containing the two boots is 24x32 feet and also contains the corn sheller. The pit is protected from water by three coats of a new waterproof paint. The two elevator stands have a combined capacity of 6,500 bushels per hour. A good quality of canvas belting is used throughout the building. Both elevator legs discharge to a large gravity loading spout so that the largest car can be loaded in 20 minutes. All the spouting is of heavy steel. The elevators discharge to the largest size Western Gyrating Cleaner, in the cupola. Grain can be drawn into either elevator from any bin or discharged to any bin in the house, by means of three Western Ball-bearing Distributors. All of the bins are hoppers.

On the lower work floor is an automatic scale with a capacity of 2,250 bushels per hour. There are three stands of rope drive, operating direct from the engine, and an up-to-date manlift.

The corn crib is divided into four large bins with passage and cross-passage ways, the ventilation being from bottom to the top. The bins are all wire screened so that small grain can be stored if necessary. The whole house is electric lighted and furnished with city water. A 25-horsepower Fairbanks-Morse Oil Engine furnishes the power. It is housed in a brick engine room with a cistern under the floor. The office is a 16x32 foot brick structure, divided into two rooms, and in its equipment is in keeping with the elevator itself.



THE ANGOUMOIS GRAIN MOTH

A, Wings in Natural Position; B, Wings Expanded;  
Four Times Natural Size.

cultural College, Professor George A. Dean gives a full description of the pests and their habits.

This insect is named from the province of Angoumois, France, where it was found in great numbers as early as 1736. It was probably brought to this country with one of the first importations of wheat, and is now distributed over the greater part of the United States.

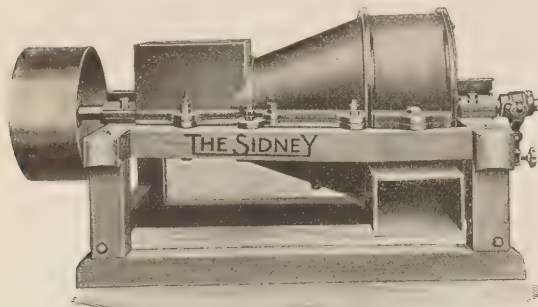
The moths resemble the common little clothes-



## A NEW CORN ELEVATOR COMBINATION

There are two economies constantly sought by elevator managers, time and floor space. A combination machine has been perfected by the Philip Smith Manufacturing Company, of Sidney, Ohio, which effects a considerable saving in both of these particulars. This is a corn sheller and elevator boot.

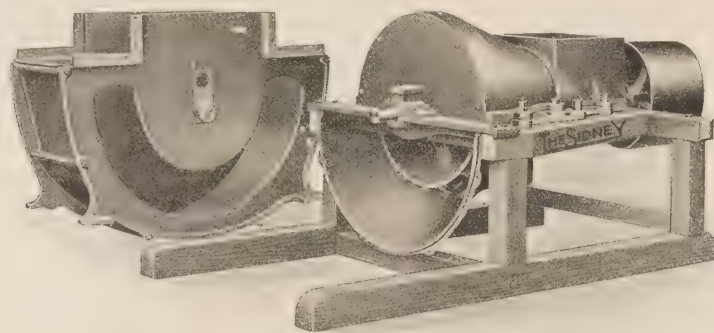
The boot, of course, is made to fit any size cup and is so attached to the sheller as to obviate any



THE SIDNEY CORN SHELLER AND ELEVATOR  
BOOT COMBINED

possible chance of wasting grain. This makes a third element of saving and insures perfect cleanliness around the sheller, a condition which is by no means always in evidence in the basement during the shelling operation. The boot is provided with a hand hole for clean out.

The boot pulley is on a shaft independent of the



SHOWING THE METHOD OF ATTACHMENT

sheller shaft, and is driven from the head pulley. The take-up on the head pulley always gives an even and perfect cleaning of the boot by the elevator cups.

One of these combination machines with a capacity of from 175 to 225 bushels of shelled corn per hour requires floor space of only 5 feet 11 inches by 3 feet 5 inches, with an extreme height of 2 feet 6 inches. From this size machines are made with a capacity up to 1,000 bushels per hour with an increase of floor space requirement of only about one-half more than the smaller machine.

GRAIN INSPECTION IN ILLINOIS NOT  
AFFECTED BY UTILITIES LAW

Under the new utilities law which went into effect on January 1, it was generally feared that the Grain Inspection Department of the state would come under the new commission, entailing the discharge of many of the 150 employes of the Department. A few days before the law went into operation, however, Attorney General Lucey gave his opinion that the Department would not be affected.

The new utilities law repeals the act creating the Railroad and Warehouse Commission and also one relating to the express companies. Other acts are repealed only as they conflict with the utilities law. About 40 acts are affected more or less, the grain inspection among them. The organization of the department and the rules of employment are not changed, however, so that no member will lose his position in favor of a political spoilsman. As the Utilities Commission takes over all the duties of the Railroad and Warehouse Commission, the depart-

ment of grain inspection will be directly under its authority.

In case the grain inspection department positions had been abolished under the utilities act the Republicans, who now fill most of the places under civil service, could have been dropped. The department would have continued in existence under the new law, but there would have been an opportunity for temporary appointments of Democrats pending a civil service examination.

Although it has been urged that a practical grain man should have a place on the commission, and a

resolution was presented to Governor Dunne which was passed by the Illinois Grain Dealers' Association, advancing the name of President Lee G. Metcalf of Illiopolis for the position, the Commission was formed without regard to the request. The members as finally appointed by Governor Dunne are: James E. Quan, wholesale groceryman of Chicago, chairman; Richard Yates, former governor, of Springfield, secretary; Frank H. Funk, progressive candidate for governor at the last election, Bloomington; Walter A. Shaw, engineer, Chicago, and Judge Owen P. Thompson, Jacksonville.

## Robbing His Own Safe

A Neglected Moisture Tester Leads to the Discovery of a Burglar—A Dust Protector  
Furnishes a Disguise—The Yegg Is Fooled by the Amateur  
but Nevertheless Gains Immunity

By GUIDO D. JANES

WHEN John Smith remodeled his elevator he remodeled his face also. Yes, after putting in a dust collector, he removed the dust protector from the front of face and placed same in a desk drawer.

"Might need it most any time," he remarked to Foreman Wehmeyer. "It's convenient to have around. Besides when I go to pay my income tax I will don this helmet to conceal my identity. I can then get off with less taxes."

"That's right, Mr. Smith. I don't want to change

But in the rush of events of the day the elevator man overlooked his foreman's request. He remembered it, however, about two o'clock and was on the point of going to the tester when Art Ruggles, the grain cleaner salesman, dropped in with a couple of good stories and a pocket full of cigars. Naturally then the moisture tester was crowded out of the foreground.



THE ROBBER IN THE DOORWAY

Just as he was about to quit the elevator for the night, though, Wehmeyer's request popped into his mind.

"Forgot all about you, Mr. Foreman," he said to himself, looking out of the window into the darkness. "Gee, I am almost afraid to go into the elevator with everybody gone. But I am a brave man and—"

He did not conclude the sentence, for just then he heard a noise.

"All the workmen have left," he said. "I bet someone is endeavoring to get into the elevator and rob the safe. I'll just stay here and arm myself with a revolver and thwart his plans."

So he began to look into the desk drawers for a weapon without making any noise. But before finishing the inspection he remembered he had left the fire arm at home. Then his eye rested on the dust protector.

"Joy," he remarked under his breath. "I will resort to diplomacy instead of bloodshed." Grabbing the helmet he donned same, put on his hat and crawled over to the safe.

Meanwhile he heard footsteps come closer and closer to the door and when he thought the maker of the noise was about to enter, began to manipulate the combination.

As he did so, the stranger stepped into the doorway. He was a rough looking customer and bore the earmarks of a safe blower. His vocation had

the subject, but I wish you would look at our moisture tester before you go home tonight. One of the sweepers was fooling with it yesterday and got it out of whack. You know it is not fool proof. I have to grade that corn tomorrow."

"Sure. I will look into it. The salesman that



"ONE OF THE SWEEPERS WAS FOOLING WITH IT  
YESTERDAY"

sold it put me wise to a few points. I can get it on the job for you."

"Thanks, and don't forget."

"I won't, Wehmeyer."



fitted him for surprises, so when he observed Smith at the safe he manifested no sudden shock.

Smith hid his fright behind a bluff.

"Howdy," he began, addressing the newcomer. "Didn't know you were in the locality or I would have let you in on the safe blowing. At first I thought you were the elevator man, but I recognized a fellow safe blower in time not to shoot you. Come in."

At first the one being addressed said nothing. Instead he looked at Smith critically to see if there was any fake or fraud. But on gazing at the mask he wore, and thinking same to be a late development in robbery equipment, broke into a smile.

"No, I can't come in," he said in a hoarse, grating voice that struck terror to the heart of the elevator man. "Pardon this intrusion. Didn't know dat any of me pals was about. Are you one of de gang that's in on the Clay Center job tomorrow night?"

"Yes," was the diplomatic reply. "Just killin' time till then. And, too, it's part of the plan to divert attention. Someone has let it out that crackers are in the locality."

"So I heard. Red Bankert says that it can't be did."

"Red don't know. We got one of the best yeggmen on the job. I'd like to have you in on the operations, too many now. But if you will wait for me at the elevator terminal, I will join you at that point and divide up. Will be through here in twenty minutes."

"Thanks, I will. Just come from there. Got a nice bunk for the night in a grain car. Hurry."

"All right. So long."

Smith went to pieces after the robber left, but pulled himself together in a few minutes. After which he threw off his disguise, and rushed to the phone. "Give me the police station," he remarked to central.

Then he thought and his conscience hurt him.

"He wanted to share his box car for the night with me," he said, "I—"

"Police station," remarked a voice at the other end of the line.

"Wrong number," said Smith.

### A CONVENIENT FLEXIBLE ELBOW

Since moving into their new factory at Bloomington, Ill., B. S. Constant Manufacturing Company has made a number of improvements in some of their special machines, at the same time adding changes whenever they found an opportunity to



THE B. S. CONSTANT FLEXIBLE ELBOW

give elevator operator a more convenient, faster or economical equipment.

The accompanying illustration shows their new cast iron flexible elbow. The use of the elbow greatly reduces the inconvenience experienced in the past, as the attached rigid spouts can be placed at any angle without taking measurements for certain angles. In short, its use does away with any delay whatever, and in its wearing qualities it is much superior to the sheet iron elbow.

All of the company's standard and late machines appear in their new catalogs, which they will be glad to mail on request.

## OUR VISITORS

### FRANK J. SEIDL

LIKE many other grain men, Frank J. Seidl, the well-known and as well-liked general manager of the Gould Grain Company, Minneapolis, has a side line. He is the possessor of an excellent tenor voice, which on suitable occasions is unloosed for the enjoyment of musical audiences.

Naturally many persons who have never heard him sing would suppose he would favor "Bringing in the Sheaves" or some like familiar and appropriate selection, but such is far from the case. He has quite an extensive repertoire and is more likely



to give vent to a brilliant *aria di bravura* from grand opera than a simple popular melody. The mere fact that he is a member of a male quartet composed of Minneapolis Chamber of Commerce members establishes his reputation beyond peradventure to those who are at all familiar with that very musical city.

Aside from his singing abilities, however, Mr. Seidl has many other claims to renown. One of these is that he disclaims the title of "Young Napoleon of the Grain Trade." This is extremely pleasing to us and his other friends. Not that we have anything against the "Little Corporal," but when we look over the list of successful men and note the number who confess with pride that they have modeled their careers upon the life of Napoleon, there seems reason for the sad fate of that celebrity.

However, Mr. Seidl confesses that there are no old and well-thumbed works on Napoleon in his library. He prefers to stand upon his own feet, and we know that, phenomenal as his record has been in the grain trade from the time he first bought barley for William Rahr at Manitowoc down to his connection with the Gould Grain Company, his success has been due to his own efforts unaided by emulation of buried great men.

Contests under the direction of the Red River Valley Corn and Clover convention of Grand Forks, offer to contestant corn growers of northern North Dakota prizes of \$500 and \$350.

### PORTER J. MILLIKIN

ON QUITE good authority has it been declared that the country at large heard of Porter J. Millikin long before they ever knew anything of Decatur, Ill. And as a matter of fact Mr. Millikin had a great deal to do with putting the city of Decatur on the map. This is all the more to his credit because it is his city by adoption rather than by birth, he having been born and raised in Cayuga, Ind.

When he finally joined the Amalgamated Association of Boosters he boosted not for himself but for



Decatur, and this may possibly be one reason why he has attained so much popularity. Of course the fact that he belongs to the well-known Millikin family of central Illinois, which, as long ago as we can remember, has been mixed up in numerous civic and industrial affairs, may have helped him a great deal, but there is another reason as well. The latter is his broad and comprehensive knowledge of business matters and keen insight into human nature.

In his early life he was a member of the teaching profession and for some time was principal of public schools at Cayuga, Ind. Here he cultivated the placid, simple and unostentatious manner which is now so essentially a part of him. Then he moved to Decatur, where his career has been meteoric. That is, meteoric in the sense of spectacular only, for its brilliance is undimmed and its end is not in sight. As president of the Union Iron Works he has helped to build up that firm to an enviable position in the manufacturing field and his connection with other enterprises has been not less noteworthy. As he is still a comparatively young man, it is quite evident that the fame of the Union Iron Works and the city of Decatur will continue for a long time to be spread to the dark corners of the earth.

More than 40 per cent of corn shipments abroad from United States ports have been reported from Baltimore and the 1914 outlook seems very bright to grain dealers at that terminal.



# Annual Meeting of Council of Grain Exchanges

Work of the Year Reviewed—Publicity and Crop Improvement Chief Features—Reports of Committees Indicate Progress—Elimination or Curbing of Purely Speculative Element in Grain Exchanges Discussed

WHEN President J. C. F. Merrill opened the Council of Grain Exchanges at the La Salle Hotel in Chicago on January 15, about 25 representatives were present. After a brief but cordial greeting he proceeded at once to the program, which was followed without a moment's unnecessary delay. The reading of the minutes was dispensed with, and after the roll call the president read his annual address in which he stated that the principal work of the Council during the last year had been largely centered on publicity and crop improvement. He paid deserved tributes to the work done by the secretary and of the Crop Improvement Committee. Of the latter's work he said it was the most important before the country today and that the Council should give it the most generous support. The Exchanges must anticipate the Government by justifying their usefulness along this line. He spoke of the changes that had taken place in the grain trade, the increase in the volume of business, the bettered condition of the farmers and their increased independence, the effect of the new tariff which had already reduced the price on corn and oats several cents on the bushel and the influence of which was just beginning.

The corn grades received considerable attention. He said that the autocratic exercise of authority shown in passing these grades in the manner in which it was done and in the face of the protest of the trade, made the action regrettable. There was danger, he said, in reverting to the old practice of selling by "type sample," which would be a backward step. The purpose for which the grades were promulgated, the improvement in crops, would be defeated, as corn that was fit to crib in September might, through a wet fall, take on sufficient moisture to make it no grade, as was experienced in 1911.

In regard to the supervision of grading which will probably be regulated by law in a short time, he said in part:

I believe such a law, if fairly drawn, will be of decided benefit to all concerned. It should provide for three things: First, the appointment of supervisors under civil service requirements in order that men of capability shall be chosen and that they shall be free from political preference. Second, that they shall be frequently moved from one market to another in order that the rules shall be applied in the same manner, and uniformly at all grading centers. Third, that all grading authorities submitting to government supervision shall thereby be authorized to issue certificates which shall protect the grain from Federal interference while in interstate transit on account of misgrading. Such a law would enforce itself because no market could afford to lose the advantages accruing from it, those advantages being a guarantee to the buyer that the grain would not be below government standard and freedom from seizure or other penalty while in transit. All interested parties would demand of their respective grading authority needful changes that would afford them these advantages.

In this connection Mr. Merrill recommended that all the Exchanges join with the Grain Dealers' National Association in the effort to get a proper law passed.

The most important part of the address was devoted to the probable attempt of Congress to regulate trading in futures.

For some years, especially during the two preceding and present Congresses, a number of bills have been introduced calculated to limit the activities of the business of the public centering on the exchanges of the country. They have been, in the main, introduced by cotton states representatives. Whatever may be their merits relative to cotton (of which I do not feel myself called on to express an opinion) I am well convinced that their enactment would be a very distinct injury to the grain states. The business flowing to the exchanges is that of a great public, originating at widely separated places both in this and in foreign countries. It has a direct relation to ownership of surplus quantities. To deny the right of frequent change of such ownership could have but one result, viz: the center-

ing of the ownership of them in few hands. This would not only destroy long established and highly useful functions in the marketing and storing of surplus grain and provisions, but would also necessarily compel the addition of a margin of safety to the normal margin of profit, thus at the same time depriving the producer of a part of the selling price and adding to the consumer's cost. The margin of profit on which the grain and cured meats of the country are marketed, may safely be asserted to be the smallest of any important commerce of our country. The facilities afforded by the exchanges for a wide ownership of and a broad and constant market for the surplus production of American farms alone secures to the public these benefits. That the economic value of these facilities is not fully valued by those who inveigh against them is evident. Poverty of understanding is not an uncommon defect of society everywhere.

Surplus production is that surpluseage which leaves the locality in which it is grown and appears in primary markets for sale. The farmer is not a philanthropist—he is a farmer for profit; he follows the common



J. C. MURRAY, CHICAGO  
Newly Elected President.

trend and sells when he pleases, or to meet his necessities. He pours his production into market at times at the rate of millions of bushels per day in excess of all requirements. He forces someone else to become the owner of his product with its attendant risk of ownership, and most frequently before he chases to deluge the markets with his production, the over supply for a time demoralizes values; such has ever been the result and such it always will be.

#### Risks Assumed by Buyers.

The buyer of the surpluseage assumes all of the risks of ownership. True, he may transfer the risk by selling a hedge, but then he becomes but a carrier, not an owner in full. Therefore, the farmer, perhaps unconsciously or ignorantly it may be, is dependent on the speculator as a buyer. Speculators are the owners of surplus quantities; yet fierce complaints are made by those who do not fully understand the facts and oftentimes by those who are responsible for creating the very conditions they complain of, and this mistaken sentiment pervades the minds of legislators as well. Until production without ownership and ownership without risk can be accomplished, the speculator, of necessity, must render the service he always has rendered. The interim between one crop and the next, as certainly as the years pass, brings forth changing conditions which have an influential bearing on values.

The owner of existing stocks of soil products cannot escape the results of the unseen and uncertain influences, which may come in a day. Who then shall assume these risks impossible of separation from the existence of these food necessities of our hundred millions of people? Those who wish to take the risk, or being prevented by law from doing so, shall it be those who do not wish to assume it?

Some of our legislators express their disapproval of short selling. This in the main is an academic question. The right to sell what one does not possess should not be interfered with, nor should it be denied

by class legislation to the dealers in soil products and at same time permitted to others. All construction of railroads, ships, buildings and all manufacturing of staple goods and other innumerable articles would be limited to an insufferable degree. Short selling of farm products can never become the means of depressing values until we again have over-production of them, or by reason of the effect of free trade and the inflow of the product of other countries. To sell short what one cannot deliver is never a menace to values. Twenty years ago, because of our over-production, it was a common practice. Then large quantities of wheat and corn in excess of common needs, some of it two years old, were stored and at once available. Now the supply of these cereals is known to be not more than our yearly need of them and excessive short selling is impossible.

All economic authorities agree that, to a modified extent, the short seller is as necessary to prevent violent fluctuations upward, as is the investment buyer to prevent violent fluctuations downward. Free buying and selling is well known to be a most potent influence and contributing more than anything else to steadiness of values of fluctuating commodities. Steadiness of values tends to increase consumption, and increased consumption results in greater business activity generally.

Short selling, such as overnight offers of grain and flour to buyers in the East, South and abroad, and of iron and manufactured goods generally for present or future delivery, is a practice so needful as to be impossible of elimination without producing paralysis of all business. The bugaboo of short selling is but a creation of an over-active brain not well informed on the subject. Contracts must, of necessity, rest on the subject of the contract, and while opinion of the future course of values may dictate one's action relative to it, nevertheless it is the commodity itself, not one's opinion of its value, that must be delivered on the contract; therefore, to sell what one cannot deliver can never operate to depress values. For this reason, every speculative enterprise for a decade and a half has been on the buying side, and for the sound reason that our country has not produced surplus quantities. Therefore, speculation during this time has been on the buying side and in aid of the producers. Each year's production during this time has been consumed and at times the country has been close to exhaustion of some of our greatest necessities, and has eagerly awaited the supply of a maturing crop. To thoughtful persons this is a subject of much concern, for in event of a general disaster to our important crops, great hardship must result. Freaks of nature affecting crops over a wide area are not impossible, and in view of the fact of our production in favorable years being but slightly in excess of our needs, we may dismiss all fear of short selling being a menace to the welfare of society.

The president ended his address with a short recital of what had been done to suppress the bucket shops and a tribute to the grain trade in which he said that public opinion was the dominant force in this country and that by disseminating the truth in regard to the business of the exchanges they would be freed from criticism.

When Mr. Merrill had finished, W. M. Bell took exception to his remarks in regard to the opposition of the trade toward the corn grades, but Mr. Merrill explained that his reference was to the arbitrary manner in which the grades had been decided, and that apparently they had been fully determined before the grain trade was called into consultation at all.

#### THE SECRETARY'S REPORT

Secretary J. Ralph Pickell gave an interesting report of the year's progress. For the benefit of new members he outlined briefly the history of the organization, and the subjects which were referred to committees at the Cincinnati meeting in June. These comprised Bill of Lading, Uniform Rules, Transportation and Crop Improvement. The fund for carrying out the work of the last named committee totaled \$11,500, contributed by the Exchanges at Baltimore, Buffalo, Milwaukee, Kansas City, St. Louis, Minneapolis, Omaha, Duluth, New York and Chicago. The Business Men's League of St. Louis contributed \$1,000, the United States Brewers' Association \$2,133.33, and various others, collected by Secretary Ball, \$1,555.96.

Secretary Pickell reported a balance of \$343.43 in the general fund, and submitted the resignation from the Council of the Cairo Board of Trade. He called attention to the strong feeling in Washington in regard to the necessity of taxing "futures" in farm products and then spoke of the publicity or educational work which the Council had been doing. Great credit is due the secretary for his individual work along this line for he has traveled over 3,000



miles and delivered 41 addresses before various organizations at a total expense to the council of \$33.85.

## Need for Concerted Action

In closing, the secretary called attention to the lack of interest displayed by the larger merchant in regard to future legislation. He said in part:

While your secretary is aware that this is a secretary's report and is in no sense an opportunity for him to foist his personal opinions upon the delegates at this meeting, yet your secretary feels sure you will allow him to say that his experience during the past year has taught him that there seems to be a general feeling of apathy on the part of the larger grain merchants in regard to pending inimical legislation.

Perhaps this is because the average man today as yesterday and, in fact, ever since the events of human life have been chronicled, is primarily interested in his own individual business, which is natural and right; but it does seem to your secretary that this apathy might be attributed somewhat to the fact that in case hostile legislation becomes an actuality and a bill is enacted into statute law which curtails the operations of the grain exchanges, that those of the greatest financial strength would perhaps profit far more than under the present competitive system of grain distribution.

Unless the legislation now pending at Washington, with reasonable prospects of being enacted into law, is guided and directed by the grain interests of the country, we shall inevitably find ourselves drifting toward a monopoly in the grain business. Let us therefore, frankly, conservatively and conscientiously present our case at the bar of Congressional judgment; then hope and work for a democracy in which the aristocracy of merit prevails, where the demagogue is hustled to the privacy of well-earned obscurity, for a democracy which levels things up instead of taxing things down, which guarantees to every man his inalienable right to conduct his business at a profit, providing he conforms to the law.

John W. Snyder, treasurer, then made a brief oral report, the full report, upon motion, being referred to the auditing committee.

## REPORT OF COMMITTEE ON BILL OF LADING

In the absence of the chairman, W. M. Hopkins of the Bill of Lading Committee submitted the following report, read by the secretary:

### Pomerene Bill

As advised in our last report, this measure passed the United States Senate August 21, 1912, but failed in the House, and is no longer a pending measure of legislation. The Pomerene Bill will be introduced both into the Senate and House during the coming session of Congress, and it is hoped that we can get support enough to secure its passage and enactment into law.

It has been suggested that Section 13 of the Pomerene Bill be slightly modified, and this suggestion will be made to Senator Pomerene, who has kindly consented to re-introduce the Bill bearing his name.

So much has been said in previous reports regarding the Pomerene Bill that we believe its scope is thoroughly well understood, and it is therefore unnecessary to add more than to say that the Pomerene Bill proposes a national law upon which a Bill of Lading can be made, and the liability of the carrier determined. It is a measure of which the country has long stood in need, because until there be national legislation upon this matter the liability of the carrier in case of loss or damage can not be definitely determined owing to the different degree of liability imposed by the laws of different states.

With the modification above suggested, we believe that the position of the Council in respect to the Pomerene Bill should be re-affirmed and its passage urged by all possible means.

Additional importance attaches to the matters of Bills of Lading, because the Supreme Court, in the case of *Adams Express Company vs. Croninger* (226 U. S. 491), held that a Bill of Lading was a contract and each term and provision thereunder was binding alike upon the carrier and shipper. It is, therefore, of the utmost importance that the shipping public secure an instrument that shall be simple in its form and contain no burdensome or illegal conditions that will entail injustice and loss upon the shipper.

### Uniform and Standard Bills of Lading

In our report on the subject of Bills of Lading to the Council meeting of June 17 and 18, 1912, I referred to an announcement made by the Interstate Commerce Commission of its intention to hold a series of hearings regarding the terms and conditions of the present Bills of Lading and the practices thereunder. Such hearings are now in progress. The final one will be held in Washington on January 15 and 16, and the oral argument on the 17th, which will close the matter for the shippers and carriers and leave it in the hands of the Commission for determination as to what modification should be made. Various shippers' organizations have been represented before the Commission and have undertaken to show by testimony in what way the terms and conditions of the present Bills of Lading and the practices thereunder are unlawful and prejudicial.

Hereto attached is a statement of the terms and conditions of the Uniform and Standard Bills of Lading

and suggested modification, all of which have been submitted to the Interstate Commerce Commission. If the modifications suggested are adopted by the Commission we feel that much relief will be afforded, although there will continue to be the difficulty in determining the liability of the carrier in case of loss or damage that there is at the present time, on account of the varying laws in the different states, as before said.

However, we attach a great deal of importance to this hearing before the Commission as we believe that the Commission will afford relief, in a practical manner, from conditions which have proven to be most burdensome.

Your representative will be present at that hearing and will enter an appearance for the Council, as well as for other organizations which he has been authorized in this proceeding to represent.

We trust that when the next report of this committee is made to the Council we shall have secured, if not a Bill of Lading based upon national law, at least a much better instrument than the carriers now offer the shipping public.

Your committee has no recommendation to make, except that the work be continued until we have finally secured a Bill of Lading that will properly safeguard the interest of the shippers.

On motion this report was accepted and ordered filed, and then Mr. Merrill gave the report of the Publicity Committee, which was very brief, as the



C. A. BROWN, MINNEAPOLIS  
Re-elected Second Vice-President.

gist of it had already been given in the secretary's report.

## REPORT OF UNIFORM RULES COMMITTEE

Henry L. Goemann of Toledo, chairman of the Uniform Rules Committee, gave a brief report of the inability of that committee to get any co-operation from the exchanges, as in all of them there was decided opposition to changing the rules to conform to suggestions from the Council. He felt that under the circumstances the continuation of the committee was useless. He spoke of the variations in the standard bushel weight in the different states and the necessity of uniform testing of grain.

George H. Davis, for the Transportation Committee, reported that nothing further had been done than was included in the report of the Bill of Lading Committee.

Charles Kennedy moved that it be the sense of the Council of Grain Exchanges that the work of the secretary during the past year be approved and commended. The motion was carried.

Upon motion the president appointed a Nominating Committee, to report at the beginning of the next session, consisting of H. N. Sager, L. W. Forbell and George H. Davis.

W. J. McCabe of Duluth, gave a short but impressive talk on the speculative features of the grain business. It was particularly impressive inasmuch as it directed the thought of the rest of the session

and was the basis of the important resolution which was afterward made. He regretted the practice indulged in by some firms, of accepting trades in a general way when they know that the purchaser is speculating. "We have come to the time," he said, "when the Exchanges will have to take notice of this class of business. Many firms refuse these speculative orders and all should do so." He said that there were few failures in the Northwest due to speculation, and that the complaints, as a rule, came from those who patronized the bucket shops. When the matter comes up at Washington a distinction between the two methods of doing business will not carry much weight, and that the matter should have the attention of the Council and the Exchanges. He further said that there was plenty of business for any legitimate firm in marketing the crops as they came to market and that there was no necessity of indulging the speculators.

Mr. Goemann endorsed what Mr. McCabe had said and added that in a recent talk to Senator Pomerene of Ohio, the senator had said that if the Exchanges wished to have any influence in the probable legislation on trading in futures, they would have to advance new arguments than had been used in the past.

J. C. Vincent asked how Nos. 4 and 5 corn, containing even a small percentage of mahogany corn could properly be called sweet, and stated that the McCumber Bill on Federal Inspection had again been introduced.

S. P. Arnot stated that the sentiment which prevailed at Washington in regard to trading in futures was equivalent to saying that no one shall own any grain unless he has an elevator, and that it was about on a par with saying that a drygoods merchant should not own a lot unless it was used in his business. He believed that there should be no denial of a man's buying whatever he wanted to. If future trading were stopped it would result in the biggest monopoly the world has known, as in effect all trades would be cash trades. He stated that it would be desirable if the Exchanges could force their members to do business only with responsible people, but that he did not believe it possible. He suggested that a committee be appointed to get the opinion of the Exchanges in regard to this matter, as only by a concerted action could anything be done. He also suggested that a resolution be drawn up embodying the sentiment of the Council.

Mr. Kennedy suggested that this was a matter which the individual firms could regulate, and Mr. McCabe cited a law of the Duluth Board of Trade which forbade any firm accepting a trade from an employe on the Board. This, he said, was in line with what he had in mind.

E. P. Smith said that the grain trade was up against two things: Taxing futures and Federal inspection. "Congressmen do not originate legislation," he said, "but only crystallize, in definite form what they believe to be the sentiment of their constituents." Since there is at the present time a strong sentiment throughout the country in regard to speculating in grain and cotton, he stated that he was in favor of a law taxing or prohibiting wholly speculative trades, for it would be to the advantage of the legitimate traders in the end. "It is due the grain trade," he said, "that we aid Congress in forming a proper law to this end."

C. A. Magnuson gave a review of the attempts at legislation along this line and spoke of a commission which was appointed in 1898 to investigate the effect of handling farm produce through exchanges. This commission spent part of three years in the different exchanges, taking testimony. In its report to Congress there was not a thing which was found objectionable. He said he believed that the energies of the trade should be concentrated on getting such a commission appointed.

After some further discussion from Messrs. Piazek and Davis, Mr. Magnuson moved that it be the sense of the Council of Grain Exchange that we petition Congress to appoint a commission of men



who are familiar or will familiarize themselves, with the grain trade, and that they investigate conditions as they exist in the exchanges and report to Congress any faults, and recommended corrective measures.

In seconding this motion Mr. Kennedy amended it to the effect that a committee of five be appointed to draw up a careful measure. This was agreed to, and Mr. Forbell amended it to read ten instead of five members. The motion was carried and Messrs. Magnuson, Kennedy, Arnot, MacDonald, McCabe, Piazek, Smith, Messmore, Young and Nippert were appointed.

A communication from E. Pfarrius of New York was read on "Deeper Fall and Spring Planting as a Means of Improving Soil and Crops." This was referred to the Crop Improvement Committee, with the thanks of the council to Mr. Pfarrius.

The June meeting place was left to the Executive Committee, and the Transportation Committee was continued, after which the session adjourned.

#### THE BANQUET

A banquet followed the session. The delegates were the guests of the president and directors of the Chicago Board of Trade, and the affair was most enjoyable, being informal in all but the excellent repast and the finished service. Mr. Merrill, acting as toastmaster, seemed to take real pleasure in introducing the new president of the Board, C. H. Canby, who responded in a splendid speech of greeting and mutual felicitation. He was the only speaker, and the evening was spent by most of the delegates in little circles of informal convention.

#### FRIDAY SESSION

The first business of the Friday session was in acting upon the reports of the Auditing, Resolution, and Nominating Committees. Mr. MacDonald for the Auditing Committee reported that the treasurer's books had been examined and found to be correct, and moved the adoption of the treasurer's report, which was carried.

#### REPORT OF RESOLUTIONS COMMITTEE

Mr. Magnuson, for the Committee, offered the following memorial to Congress, which was adopted almost without discussion:

Whereas, there are now pending in Congress numerous bills, the express purpose of which is to regulate the dealing in farm products in the various markets of the country, including Boards of Trade, Grain Exchanges or similar institutions; and

Whereas, it is always recognized as a wise policy to seek full information on any subject before enacting legislation thereon; therefore

Be it resolved by the Council of Grain Exchanges, representing the grain markets at Buffalo, Baltimore, Chicago, Cincinnati, Duluth, Kansas City, Minneapolis, Memphis, Milwaukee, New York, Omaha, Peoria, St. Louis, San Francisco, Toledo and Wichita, that before any legislation of this character be enacted, we respectfully ask that a committee or commission be appointed by Congress to ascertain the workings of such Grain Exchanges and that such commission be requested to report after due inquiry what changes if any shall be deemed advisable to correct or improve the workings of such Exchanges, and that any remedial legislation be had after such inquiry and report. Be it further

Resolved, that the Grain Exchanges as herein enumerated hereby express a sincere desire to co-operate with such a committee or commission and to assist it in every way possible. We further express a desire to place the Exchanges of the country on a footing that will be acceptable to Congress and the country at large.

Mr. Arnot moved that a copy of this memorial be sent to the President and Vice-President of the United States, the chairmen of the Judiciary Committees of the Senate and the House, the Secretary of Agriculture, and to other Federal officers as would be deemed advisable and that the exchanges send copies to the senators and representatives from their several states. This resolution was adopted forthwith.

#### THE NEW OFFICERS

The Nominating Committee, through Mr. Sager, chairman, offered the following nominations, all of which were accepted and the several officers elected by acclamation:

President, James C. Murray, Chicago, Ill.; First Vice-President, George H. Davis, Kansas City, Mo.; Second Vice-President, C. A. Brown, Minneapolis,

Minn.; Third Vice-President, John L. Messmore, St. Louis, Mo.; Treasurer, John W. Snyder, Baltimore, Md. Members of the Executive Committee: L. W. Forbell, New York City, N. Y.; P. P. Donahue, Milwaukee, Wis.; W. J. McCabe, Duluth, Minn.; Charles A. Kennedy, Buffalo, N. Y.; Henry L. Goemann, Toledo, Ohio; E. P. Peck, Omaha, Neb.

Mr. Magnuson proposed the following motion: That we, the representatives of the Council of Grain Exchanges, express at this time our appreciation to the retiring president, Mr. J. C. F. Merrill, for the time he has spent in the duties of his office and the able manner in which he has discharged them. The motion was put by Vice-President Davis and was carried.

#### REPORT OF CROP IMPROVEMENT COMMITTEE

Chairman J. C. Murray of the Crop Improvement Committee submitted the following report of the valuable work undertaken by this committee:

We have to report for the past year a continued increase in interest in the subject of larger yields of better grain on the part of business men engaged in various commercial pursuits, bankers and economists, and a decided tendency towards better farming over a large portion of the grain belt.

Climatic conditions during the growing season were most unfavorable, resulting in tremendous losses in yields of grain throughout the entire grain belt. Rye, alone, of all grains, shows a record result and a fair yield per acre. Considering the unfavorable weather conditions, the oats and wheat crops turned out better than expected, and the final figures show the most serious losses occurred on corn, kafir corn, alfalfa, etc.

Serious losses in wheat in Kansas, resulting from drought, show conclusively the value of the experiments of the Kansas State Agricultural College at Manhattan, where yields of thirty bushels per acre on properly cultivated land compare with six to eight bushels per acre on the same soil without proper cultivation. The past season has conveyed the lesson more clearly to the Southwestern farmer than any previous experience, and will undoubtedly result in better farming and better yields from year to year and less uncertainty in Kansas and the Southwest.

The financial affairs of the Committee are in excellent shape and we start the new year carrying over a comfortable balance. We estimate our requirements from the Exchanges for the coming year will be the same as for the past year, namely, \$12,000.00. Outside sources have been interested in our work to the extent of contributing a further 25 per cent, subject to the exchanges making up the above-mentioned amount. Our requirements for 1914 will be somewhat larger than last year, for the reason that the detail work in the secretary's office is increasing, and in addition thereto, we, on September 1, secured the services of Professor F. H. Demaree as agronomist and assistant to Mr. Ball. Professor Demaree comes to us as a practical and scientific expert on the subject of better farming, having formerly had charge of the Department of Agronomy at the University of Missouri. We look upon Professor Demaree as a very valuable asset in the work of the Crop Improvements Committee. We estimate our total requirements for the coming year at \$15,000.00.

I will refer briefly to the special activities of the committee during the past year, and Mr. Ball will go into the details more fully for you.

In January we started our seed corn testing campaign on a much broader scale than ever before and laid the foundation for a general campaign on "seed corn testing" in the rural schools. The introductory work of last year has been of great value in that we find the field ready for our 1914 campaign and have already started operations for the testing of all seed grains in five or more of the principal Corn Belt states.

In August we brought out the Grain Exchange Seed Grain Tester for use in testing of small grains. This simple blotter-testing contrivance, arranged by Mr. Ball, has become very popular, being almost as much in demand as was our famous seed corn poster of 1911. Inquiries for these testers are not limited to this country, as we recently received a request from Winnipeg. One party in Pennsylvania sends in a request for 15,000.

We have kept up our county organization campaign. At the last annual meeting we reported that 26 counties had organized in accordance with our specifications, and had received checks for \$1,000.00 each, or a total of \$26,000.00. During the past year we have added to this number 84 counties, so that the total appropriation from the Sears-Roebuck Fund to date is \$110,000.00. As our original limit on the Sears-Roebuck Fund was 100 counties, we have slightly exceeded that number, and the Sears-Roebuck Company are awaiting results on these counties before taking up the question of further appropriations along this line.

Meantime, county organization work is going along, and there are now some 235 counties fully organized, with a paid agent in charge, studying and experimenting for larger yields of better grain. In addition to this, we estimate some 300 counties in process of organization.

Regarding the counties already organized, would state that while some have been in operation for over a year, there is not a single report of default, and in only one case has there been a change of county agent. This is very good evidence of the substantial foundation of these organizations.

In conclusion, I wish to personally thank the members of the Committee, all of whom have contributed greatly to the carrying on of crop improvement work during 1913. Conditions have not been encouraging, and the spirit and resolution to keep the work going shown by the various representatives, particularly in the grain belt, are most commendable.

I also wish to thank the various Exchanges for the prompt manner in which the necessary appropriations were made and for the confidence in the Committee thereby expressed.

The agronomist of the Crop Improvement Committee, Mr. F. H. Demaree, gave a most interesting report of the methods that were used in the work. This is a most interesting and valuable report and only lack of space obliges us to omit it from this issue. The same may be said of the work in crop improvement in Maryland as outlined in a letter from J. C. Vincent, which was read by Mr. Demaree.

Bert Bell, secretary of the Committee, gave an interesting and instructive stereopticon and moving picture lecture, which showed the details of the work of the Committee throughout the country, with interesting motion pictures of the corn shows in Minnesota. The work is being pushed on the "County System" and is meeting with most gratifying results.

After the lecture J. C. Vincent supplemented what he had said in his letter concerning the work in Maryland and asked the endorsement and assistance of the Committee in furthering it, which, upon motion, was granted.

Mr. Murray made a motion of thanks and appreciation to the Business Men's League of St. Louis, which had contributed \$1,000 toward the work of the Crop Improvement Committee. This was carried and the meeting adjourned.

#### THE ATTENDANCE

Among those present were: John W. Snyder and J. Collin Vincent, Baltimore; Charles Kennedy and F. A. McLellan, Buffalo; J. C. Murray, S. P. Arnot, J. C. F. Merrill, E. A. James, and H. N. Sager, Chicago; C. N. Nippert, Cincinnati; W. J. McCabe, W. C. Mitchell, C. F. MacDonald, Duluth; D. F. Piazek and George H. Davis, Kansas City; C. A. Magnuson and C. A. Brown, Minneapolis; P. P. Donahue, A. R. Templeton, and W. Smith, Omaha; J. H. Ridge, Peoria; J. L. Messmore, E. M. Flesch and N. L. Moffitt, St. Louis; H. L. Goemann and J. W. Young, Toledo; William Richardson, Philadelphia; and Lee G. Metcalf, Illinois.

#### MICHIGAN BEAN JOBBERS CONVENTION

One of the largest attended and most enthusiastic meetings ever held by an association whose members comprise part of the men who put this country's vast agricultural products in the hands of the ultimate consumer from the producer, took place on January 14 and 15 in Detroit. Subjects of real, vital interest were threshed out with a thoroughness that was satisfying and convincing; and there was a get-together spirit which showed great progressiveness.

The first session was called to order at the Cadillac Hotel by President Fred Welch, who introduced Edgar A. Guest of the *Detroit Free Press*, well known for his daily cheer-giving verses. As an official welcomer, he could not have been surpassed, relating serious and amusing stories and poems among which as a stimulus to the association members he recited, "It couldn't be done—but he did it." The response was given by George Berry.

President Welch, in a brief address, covered broadly the situation of the trade, the prospects of the year, and extended his wishes and a belief that 1914 would be a banner year. He advised the abolishment of the one-pound-pick grade of Michigan beans—against the free storage of beans—against the sale of low grade hull beans for canning. He said that for stock feeding the cow-pea should be more extensively cultivated and that to accomplish



this, the help of the dealer was necessary. Not only was the help of the jobber needed along these lines, but in the careful selection of seed, the using of only select in planting and the necessity of continual hammering on the good-seed-bean proposition to the farmer, besides the liberal aid of local and trade papers for publicity.

The report of E. W. Burkhart of Fowlerville, who is inspector for the association, was then received, showing that 337 cars of beans had been rejected since September 1 and that 60 per cent of this trouble and the troubles in general arising from shipment rejections occurred through the one-pound-pick bean grade. (This is the grade which admits of 1 pound of bad, discolored or rejectable beans and stones in a bushel of beans.)

The report of the secretary, Miss G. M. Wooster, of Owosso, went into considerable details. It showed 13 newly accepted members, 11 withdrawals, only one of which was within the state, and this an active member, and a total enrollment of 190. It reported also the progress being made in the transit case now being thrashed out by the association in the courts.

Prof. J. A. Muncie, Assistant Pathologist, was next introduced, and spoke on the diseases of beans: the indications, phase and elimination of Anthracnose and the Blight. He showed that fully 50 per cent of the rejected beans contained diseased beans. The similarity and yet distinctness of the two common diseases and exhibition of charts and specimens were featured. He said that for the spread and development of them lots of water and moisture were necessary and thus those counties lying in heavy rainfall section labored to a disadvantage. Prof. Muncie's talk was greatly appreciated by his listeners and it was hoped his services might be obtained for farmers' meetings throughout the state. A. L. Chamberlain, chairman of the Committee on Bean Diseases, made a report showing the agitation which had been stirred up and work which was being accomplished. He advised every man being "on the job" and co-operation of jobber with the farmer.

N. H. Stevens of Chatham, Ont., spoke of the great advantage accruing from membership in the association. He told of the great progress which was being made in development of Canadian bean land and of the formation of Ontario Bean Association. The crop north of the lake shore proved of excellent quality and a good harvest, although bean seed selection was neglected.

The talk given by a Chinese student of Michigan University, C. P. Wang, of Pekin, China, concluded the afternoon session and was one full of seriousness and humor. Before a good historical talk on Historical China and a few outlines of odd uses made of the bean in his country, he said that he felt that they had been enjoying the whole afternoon a concentrated essence of bean and he proposed to serve a very dilute soup in which they would be lucky to find even one or two beans.

#### THE BANQUET

The banquet in the evening was undoubtedly a great success. After a good repast, a program full of merit was conducted by Toastmaster Major Arthur P. Loomis of Ionia, Mich. Answering to toasts were Fred Mayer of Toledo, on "The National Food of Mexico," or the "Frijole Bean," a seventeen million dollar crop; S. M. Isbell of Jackson, on "Bean History"; Chris Breish of Lansing on "Beans Not for Profit"; F. E. Flaherty of Charlotte on "The Nationality of the Red Kidney"; and Hon. H. P. Hull of Diamondale. The toasts were eminently concluded by Hon. Arthur J. Tuttle, U. S. Judge, in Detroit, and a notable experience he related in connection with high cost of living as related to the middle-man. He told of shipping a barrel of potatoes from his father's farm in Michigan to him to see if he could not realize a big saving over the high prices being charged by retail dealers and found a total saving, exclusive of postage, of five cents on the barrel.

One of the features of the banquet was the attendance of quite a number of the members' wives

and families, and this was greatly appreciated and seconded by all of the 200 present.

#### FINAL SESSION

The important measures of the morning session on January 15 were the elimination of the one-pound-pick grade and the establishment of inspection departments of a similar nature to the corn inspections and necessity of grades. Among the speakers were W. S. Orr of Bay Port, and the impossibility of a Central Selling Association among Michigan bean growers and its resemblance to a trust; K. P. Kimball spoke with force on "Michigan Gateway Inspection of Carload Beans," and the necessity of it and pull-together, stick-to-it-iveness required to "put it over."

A motion was made by E. L. Wellman of Grand Rapids, and seconded by Mr. Bryce that: "The grade of one-pound-pick beans be discontinued by the association, to take effect September 1, 1914." The motion was unanimously carried. W. R. Roach of Hart, ex-president of the association, gave a brief talk and after this and a short discussion, it was unanimously decided to hold the next regular annual meeting in Saginaw during September. The meeting then adjourned *sine die*.

#### TRI-STATE ASSOCIATION MEETS AT LIMA

A very interesting program arranged for discussion at a meeting of the Tri-State Grain Producers and Dealers' Association at the Lima Club, Lima, Ohio, on the afternoon of January 6, was forced into the background by the unexpected resignation of Secretary T. P. Riddle and the more vital question as to whether the association should longer survive.

Secretary Riddle called the meeting to order at 2 o'clock, and in the absence of both presiding officers, H. W. Fish of Marion, was elected president *pro tem*. Mr. Fish outlined the crisis which confronted the association, due to lack of funds, brought about by failure of members to meet their financial obligations regarding it.

Mr. Riddle made statement in which he said his resignation was not due to a lack of interest on his part for the cause, or that his salary was sixteen months in arrears, or that he was afraid of any neighboring terminal market. He had decided that he needed a rest and would probably be willing to accept the secretaryship later if the office had not been filled.

Mr. Behymer, Mr. Custenborder and Mr. Wells spoke of the value of the association to the territory included in its boundaries and contrasted present with former conditions in the tri-state trade. The sentiment of the dealers present seemed very strongly to favor the continuation of the association and secure a reconsideration from Mr. Riddle of his resignation.

A motion made by Mr. Fish was adopted that a committee of five be appointed to formulate some plan for placing the finances of the organization on a solid basis and confer with Mr. Riddle looking to his continuation in office. The chair appointed on this committee, Messrs. Fish, Brandt, Behymer, Allinger and Custenborder. The committee met at once and later brought in the following suggestions:

We suggest that Mr. Riddle allow the matter of his resignation to rest for one month and that in the mean time he be given leave of absence and relieved of the duties of his office.

We suggest the appointment of a committee of three in each county to assist the county collector in collecting delinquent dues and securing membership renewal pledges for the year 1914 in which dues shall begin January 1 and the appointment of like committees in counties where there are no regular collectors.

We further suggest that a conference of the association be held at Lima, Tuesday, February 3, for the purpose of hearing the reports of the above committees and for such other action as may seem necessary.

We suggest that the present officers be asked to act in their official capacity until the meeting in February.

We recommend the appointment of a committee on organization to notify the above committee of the action taken today, to receive the preliminary reports of final committee and to make further recommendations at the February meeting of the association.

The report of the committee was adopted by unanimous rising vote.

In order to encourage the collectors, grain men present to the number of 20, signified by rising, their willingness to pay six months' dues in advance. The committee was thereupon made permanent with the exception of the substitution of the name of S. L. Rice for that of E. T. Custenborder, who was not a member of the association.

Representative R. R. Kennedy of Spencerville, member of the Ohio Legislature, spoke upon the new Ohio Seed Law. This matter had been previously discussed in the meeting, and it was considered generally by dealers as a dead letter that should be amended.

Mr. Kennedy expressed himself as convinced that in the seed bill enacted into law at the last legislature, the legislative body had gone to extremes, and that a hardship was done the grain dealer. The law gave the fullest opportunity to the farmer to buy or sell any of his products unrestricted, yet denied the same right to the grain dealer. He did not believe the farmers' interests should be protected over any other interests, and he would be glad to aid the dealers in attempting to secure an amendment to the law that would make it fair and just to all the parties who would be affected by it.

Following Mr. Kennedy's address, the weed buckhorn came up for some discussion. That it was not wholly bad was pointed out by its champions, Messrs. E. T. Custenborder and A. H. Flannigan, while Mr. Riddle consigned it to the Shades in vehement anathemas. The meeting then adjourned.

#### THE ATTENDANCE

The following were in attendance:

H. W. Fish, Marion; C. E. Johns, Lafayette; Roe Pugh, Bradford; C. S. Behymer, Rockford; J. E. Mohr, Van Wert; Geo. B. Hauman, Arlington; Thompson, Faust & Co., Columbus Grove; H. Bresler, West Carro; E. L. Diller, Bluffton; A. H. Flannigan, representing Crabbs Reynolds Taylor Co., Crawfordsville, Ind.; W. A. Dull, Wilshire; H. L. Frisinger, Rockford; O. E. Richardson, Salina; Chas. Knox, representing J. F. Zahm & Co., Toledo; Fred Kalmbach, North Baltimore; C. O. Garver, Columbus; D. C. Keller and Geo. Wonders, Bellefontaine; A. B. Beverstock, Lexington; W. E. Burbach, representing Jones-Wise Commission Co., St. Louis, Mo.; H. S. Nelson, Mansfield; E. T. Custenborder, Sidney; W. C. Hodill, representing B. McCracken & Son, Pittsburgh, Pa.; Jacob House, Wapakoneta; W. E. Scott, Delphos; F. D. Brandt, Van Wert; D. R. Risser, Vaughnsville; E. G. Odenweller, Ottoville; J. E. Wells, Sidney; H. C. Pollock, Middlepoint; Chas. Garmhausen, New Bremen.

#### SHORT WEIGHT COMPLAINTS FROM GEORGIA

A determination to eliminate the evils of short weighing alleged of northern and western grain shippers into Georgia has prompted State Commissioner of Agriculture J. D. Price to start a campaign against all but full shipments in the future. The commissioner reports that in examining sacks of wheat supposed to weigh 24 pounds, shortages sometimes amount to one and two pounds, 100-pound sacks of bran tipped the scales at 85 or 90 pounds, and general short weighting was common. "This," said he, "would cheat the people of Georgia out of hundreds of thousands of dollars per year." The attention of a number of prominent dealers has been called to these facts and it is hoped that with their notices to the shippers and declining to accept any but full weight grain and products, the wrong will be corrected."

One hundred and six bushels of corn per acre was raised by the winner in the recent corn contest of the Better Farming Association of North Dakota.

Out of Alabama's sixty-seven counties, sixteen failed to produce 50 bushels of corn to the acre, in the state-wide corn growing contest. Prizes were offered by the state for largest yields, with fifty the minimum.





Published on the Fifteenth of Each Month

BY

## Mitchell Brothers Publishing Co.

OFFICE:

Manhattan Building, 431 South Dearborn Street  
CHICAGO, ILL.

HARLEY B. MITCHELL ..... Editor  
A. J. MITCHELL ..... Business Manager

Subscription Price - - - - \$1.00 per Year  
English and Foreign Subscription - 1.75 " "

### ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

### CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

CHICAGO, JANUARY 15, 1914.

Official Paper of the Grain Dealers' National Association  
and of the Illinois Grain Dealers' Association.

### REVIEW AND FORECAST

There have been three features of note in the grain trade during the year 1913: The great wheat crop; the drought; and the tariff bill. In spite of adverse weather conditions during a large part of the growing season, the crops, excepting corn, have been quite up to the average, and in money value to the farmers the best that have ever been harvested. Winter wheat was a record crop and in spite of the light yield in spring wheat, due to the drought, the total wheat yield was the largest we have had, with the exception of one year. In the aggregate the business in the five grains was the largest on record in most of the markets and satisfactory in all. The prolonged drought of the summer damaged the corn crop in the South and West, but stimulated the price in August and September to the highest point recorded in 12 months, 78¼ cents. All grains responded to the corn market, May wheat selling in August at 98¼ cents, and oats in September at 43¾ cents, the respective high marks for the new crop year.

The new tariff bill, with its attendant possibilities of free grain from Canada and Argentina, produced a strong early movement in wheat and oats, and would have brought out a much greater volume of the large reserve of corn but for the loss of so great a part of that crop, for predictions of an early repeal of the Canadian tariff were made on all sides and the farmers were desirous of reaching the market before competition with Canada grain became a fact. This glutting of the home markets and the large shipments of Canadian wheat to Europe, brought a sharp break in the price of wheat and oats. Canadian oats to the amount of between 15,000,000 and 20,000,000 bushels found a market in this country in spite of the

six cent duty and the receipt of 10,000,000 bushels of Argentine corn shattered the dream of 90 cent corn which the farm journals had predicted.

In the main the year has been a good one for the grain trade. But what of the future? The large acreage of winter wheat and its fine condition, the probable agitation of Canadian tariff repeal, and the good Argentine outlook, will tend toward lower prices for the new year. Most of the corn not actually needed for seed will make its appearance before May to anticipate Argentine shipment. And the availability of Argentine wheat will check any price inflation in that grain. The prospects for the year seem excellent for a large volume of stable business.

### SHIPPERS' GRIEVANCES IN ENGLAND

Grain dealers who have an annual grievance against the railroads because of shortage of cars, can find a little cold comfort in the fact that they are not alone in their troubles. A series of communications to the *Yorkshire Post* (England) reveals the fact that English country shippers and farmers are bitter in their complaints against the North Eastern Railway. Some years ago this road instituted the policy of supplying shippers with grain sacks to be used on their lines. As soon as a sack was emptied it was returned to the station from which it was shipped, so that there was always a supply on hand.

This year, however, instead of returning sacks to the point of origin, the empties are sent to some central distributing bureau from which they are sent out as ordered. The large crop of this year and the time wasted in the disposal of the empty sacks, has occasioned the greatest inconvenience to the country shippers, who have come to depend on the railroad for their sack supply. The railroad contends that supplying sacks is not a part of its duty, but is merely a policy. This soft answer doesn't help move the shippers' grain, nor does it turn away wrath, and as a result many of them are up in arms against the road.

### SUBSCRIPTIONS MARK PROGRESS

Although the present issue of the "American Grain Trade" does not commence another volume nevertheless it is an anniversary number. In January, 1913, the entire dress and style of the paper was changed. New ideas were given full sway. The scope was greatly enlarged. The make-up and contents were improved in every way possible. Novelty, a factor hitherto absent from grain trade publications, was added. The change while somewhat abrupt did not for one instant meet with disapproval from any one of the thousands of readers who have been accustomed for so long a time to turn to the "American Grain Trade" for accurate, reliable and interesting articles and news about grain.

On the contrary the change has resulted in many new friends for the paper while retaining practically all the old ones. When we glanced over our subscription books for the year it was seen that there had been an astonishing increase in subscribers during the twelve months. The beginning of the year finds us with the largest number of paid subscriptions recorded

in the whole thirty-two years history of the "American Grain Trade." This is a satisfactory enough indication of the attitude of the trade toward this paper to pass by without further comment. A pretty high standard for the paper has been established but the prediction may be freely made that this standard will be much exceeded during the coming year.

### EIGHT-CENT CORN—A RETROSPECT

The son of a pioneer storekeeper in Western Nebraska recently related some of the harrowing experiences which came in the day's work of many of the early settlers. Most of these experiences are quite beyond the imagination of the younger generation, for they have no counterpart in present day conditions. But we can get a dim vision of the tragedy of eight-cent corn. The day came when the storekeeper was in need of money to meet his bills. He called on the farmers for cash, but they had none, nor any livestock which could be converted into cash. All they had was corn and they pressed that in payment for their bills.

The latest advices from Chicago, the nearest market in those days, was 15 cents a bushel. The storekeeper took the corn at that price till his cribs were full. Then the news came that the manipulators had forced the price on the Chicago Board to eight cents. A panic among the farmers ensued and load after load was dumped in the store yard at eight cents. The long, hard winter that followed witnessed hundreds of farmers burning corn in their stoves for fuel, for corn was actually cheaper than cordwood or coal, being about \$2.75 per ton. Those piles of corn were all that stood between life for the neighborhood and death by starvation or by freezing. To those who remain of the early Nebraska settlers, "The Good Old Days," sounds better in the song book than in the memory.

### ARGENTINE AND THE CORN MARKET

For weeks the American corn market has been hanging on the latest news from Argentina. Rumors of many sorts have swept the country and the price has generally responded as a thermometer does to an air blast, hot or cold. One such rumor placed Argentine corn under quarantine at Mobile, Ala., because bubonic plague had shown its ugly head at Buenos Aires. The steamer *Newlands* was actually held up at the Alabama port, not because the corn was in danger of carrying infection, but because the rats which infested the ship might do so. With due precaution to prevent any of the rodents effecting a landing, the corn was received at the port. But aside from the baseless rumors of plague and devastation, the Argentine corn crop has assumed considerable importance to the trade since the duty from that country has been lifted.

We raise many times the amount of Platte corn, but we also use more. In a normal year we have about 40,000,000 bushels for export, while Argentina has over 250,000,000 bushels surplus. The rise in price level was checked by Argentine offers and subsequent imports (over 8,000,000 bushels to date with 15 shiploads on the way or contracted for), has broken our market till the price for domestic corn at in-



terior points is lower than Platte, and at the coast is about on a level, with future delivery of new Argentine crop offered from two to five cents below domestic offers. New steamships in the South American trade will bring lower freight rates, and the railroads will shortly make up an East to West freight schedule on grains to take care of this new business. In the future the Argentine export crop will have to be figured on the same basis as our own, with the result that reporting agencies in the South will be established and a closer intimacy between the two countries effected. The average price of grain under the new tariff will undoubtedly be lower, but on the other hand the producer can be reasonably sure of receiving the value of his crop, based upon quantity produced and not upon the manipulation of speculators.

## WHY CONTINUE INEFFECTUAL CONFERENCES?

The Government, or at least the Department of Agriculture, received a great deal of valuable publicity with reference to the corn grades. It was heralded far and wide that in announcing them "tentatively" and seeking advice and recommendations from the grain trade, that the Department manifested a sense of fairness which was bound to be far-reaching in results. "At last," cried the optimists, "we have found Government officials who are not willing to assume their own judgment to be infallible; who desire not to arbitrarily enforce a set of rules of their own making without learning whether they are to the best interests of the trade which they are designed to help. In other words the Department is working with the people instead of at cross purposes." But the result of the conference with the Department men has not only dampened the enthusiasm of those who foolishly believed that officialdom was getting rid of red tape precedents and political dignity, but has raised the question of whether Government conferences are ever more than a waste of time in the long run.

It will be remembered that a considerable number of prominent grain men journeyed to Washington to present to Secretary Houston and his assistants the suggestions for slight modifications in the corn grades as first given out. These changes had been discussed at previous conferences held in various sections of the country and represented the ideas not only of the Grain Dealers' National Association, and various state associations as well as grain exchanges but also the consensus of opinion of individual grain interests of the United States. The corn grades were not criticized as a whole, the principal modification asked being merely to charge the proposed No. 3 grade to "Standard," thus leaving the present No. 3 grade practically the same. This was suggested to prevent any more confusion than possible in connection with the enforcement of the grades.

In presenting their views these grain men expended both valuable time and money for traveling expenses both of which must be regarded as almost absolute waste in view of the definite fixing of the grades as first announced with the exception of a few minor concessions

relative to mahogany and heat damaged corn. The outcome of the conference cannot help but be disappointing to the trade in general even though it is realized that most of the burden will fall upon the farmer. It is recognized that the chief desire of the Department is to raise the standards rather than lower them, but in the meantime chaotic conditions may be brought about through misunderstanding on the part of the producers. It is hard to see why the reasonable suggestion made was totally ignored and undoubtedly the most lasting effect will be to place the value of future conferences of similar nature very much below par.

## THE SHORT CORN CROP

The corn crop is 677,758,000 bushels below that of last year and 254,549,000 below the six-year average, but the high prices make it, to the farmer, one of the most valuable crops that has ever been harvested. This is the substance of the Government report, and the fallacy has been repeated broadcast through the land. The farmers feed to stock about 80 per cent of the crop; they also consume in the home an appreciable amount in the form of meal. The actual return in money is from livestock and from about 15 per cent of the grain. On January 8, 1914, cattle were listed at \$8.25 against \$8 on January 8, 1913; hogs were \$8.08 and \$7.41 on the respective dates; and sheep, \$4.35-\$5.75 and \$5.25.

The short corn crop forced much stock on the market, and the unusual fall pasturage also kept down the price of both stock and corn. Livestock prices do not warrant the figures put out by the Government as to the value of the corn crop. As a matter of fact a short crop of any cereal means, to the country as a whole, a loss corresponding to the amount it falls below the average. The United States produces about 80 per cent of the world's corn and uses 99 per cent of it at home. The demand grows faster than the increased production and could sustain a larger acreage and a much higher acreage per acre than we have yet attained, and without a material sacrifice in price. The Corn Belt has outgrown its supposed borders, and the next five years should produce like results in the increased productivity per acre. More corn and then some, should be the farmers' slogan.

## NEW YORK'S WORKMEN'S COMPENSATION LAW

New York has just passed a workmen's compensation law without discussion by the Legislature and with practically no public hearings, a most unusual procedure where a reform of such importance and of so revolutionary a character is concerned. The new law provides for compensation for injury or death to all employees engaged in "hazardous" occupations, either by the employer or by the state when the employer has availed himself of the state insurance clause.

Among the hazardous employments named in the act, in Group 29, are: "Milling; manufacture of cereals or cattle foods, warehousing; storage; operation of grain elevators. All persons, firms, or corporations operating elevators

are liable when an employe meets with injury or death in the service of the elevator company (except in cases of willful intention or intoxication), nor can the employer plead in his defense that the injury was caused by the negligence of a fellow servant, nor that the employe assumed the risk of his employment, nor that the injury was due to contributory negligence. Compensation is based upon the wages of the injured and provision is made for payment of all classes of injury, from the loss of a thumb (for which 2-3 of the weekly wage shall be paid for 60 weeks) to the loss of life, in which case the wife or dependent husband shall receive reasonable funeral expenses and 30 per cent of the average wage during life or widowhood, with an additional 10 per cent for each child; or where there is no wife, 15 per cent for each child or other dependent, provided that in no case more than 66 2-3 per cent shall be paid.

The employers must either subscribe to the state insurance fund, to liability insurance companies, to an insurance association created by themselves, or deposit securities with the commission against the payment of such compensation as may be necessary under the law. New York is the twenty-second state to pass compensation laws so that it is plainly in line with a widespread public policy; in its provision for administration, however, the New York law is cumbersome and will need considerable adjustment before it can be wholly satisfactory. In the meantime elevator operators will have to obey it.

## A MICHIGAN GOLD BRICK

Our attention has been called to an actual "Get Rich Quick Wallingford" in the person of a Michigan farmer residing at Coloma, Mich., who claims to have a brand of seed corn which will yield 400 bushels per acre. This individual states that he is planning to grow 100 acres in 1914 and sell the same for seed. He expects to raise 30,000 bushels on the 100 acres and sell the same at \$50 a bushel, which means approximately \$1,500,000. Then commeth the scheme. He is willing to give one-fifth of this amount, approximately \$300,000, to any person, or divide the same among several persons who will finance the growing of that corn to the extent of \$15,000. The reason it takes so large an amount to finance the proposition, he says, is because he is unwilling to run the risks of any more June frosts in Michigan and wants to go further south and avoid all possible chance of failure. The point we are curious about is why the promoter stopped at 400 bushels when he might just as easily have said 800 or 1,000 bushels to the acre and run as good a chance of being believed. And notwithstanding the palpable absurdity of his claims we suppose that he will succeed in drawing in a number of fish in his net, for schemes of this nature always prove alluring to certain investors, who belong to that class wherein "a new one is born every minute."

It has been suggested that Japan, having recently perfected the "puckerless" persimmon, might now turn her attention to something which is still puzzling United States agricultural experiment stations—cobless corn.



## EDITORIAL MENTION

Argentina is now in line for free wheat, having taken off its duty on semolina.

The year 1913 has lived up to the name of "hoodoo" year in only one or two instances in the grain trade.

The one safe thing to prophesy for 1914 is that there will be further attempts to jam through anti-future legislation.

A man has suddenly attained fame in Michigan because he asserts that alfalfa growing is not profitable. He seems to stand almost alone in his ideas.

Water transportation between Chicago and Kansas City is the aim of a number of grain men at the latter city. That such a route would help the grain trade not only at these two markets but also St. Louis is not doubted.

Canada is taking her time about removing the wheat duty, but popular clamor grows greater, according to reports and the placing of wheat and wheat products on the free list is now regarded as a matter of only a very short time.

The alfalfa seed growers of the West are becoming aroused over the apparent effort to cast suspicion on their seed with the view of depressing the price. An interesting communication from two prominent growers is printed on another page of this issue.

It has leaked out that the November receipts of the State Inspection Bureau at Kansas City, Kan., were \$9.39, while the expenses amounted to \$90. The December showing is very little better it is said, so that it may be seen that the Bureau is far from a profitable undertaking for the state.

No foreign crop has been so variously estimated as the Russian wheat crop for 1913. However, final estimates which seem to be correct place the total at 977,000,000 bushels, which is about 200,000,000 bushels more than the United States raised. The preceding Russian wheat crop amounted to 794,000,000 bushels.

Although the general facts regarding shrinkage of corn in transit have been understood for some time, the article by Dr. Duvel on another page of this issue, places in concrete form the results of certain investigations which are immensely valuable from a practical standpoint. The methods and the data obtained should be given careful attention.

Colorado presented the silver cup emblematic of the national oats championship competed for annually at the National Corn Exposition, but has never won it. The trophy has been captured once by Minnesota and twice by Canada. Now it is reported that Colorado is going to make a supreme effort to retain her own cup this year. If she succeeds it will be

very gratifying to all Americans because, as previously commented upon in these columns, if Canada wins this year the cup will remain across the international boundary.

Claims against railroad companies based on excessive or discriminatory rates charged on interstate shipments, first must be passed upon by the state railroad and warehouse commission before the courts of the state can acquire jurisdiction, according to a decision handed down by a district judge at Duluth, Minn. The decision is an important one, as it is one of the first times the question has ever been raised.

At least three cases are in the courts at present wherein damages are asked for grain injured by fires caused by sparks from locomotives. One farmer has gone a little further by claiming that soot and gases from a nearby roundhouse injured his crops. While on the face of it this seems somewhat absurd, a jury actually awarded him \$5,500 damages, which verdict was set aside by the presiding judge.

The attempt to force elevator owners in Kansas to place fire-escapes on their buildings is regarded generally with a great deal of amusement. It is hard to see how the ruling can be enforced if the Kansas Grain Dealers' Association continues its vigorous fight. Safety in elevators is always an important essential, but ropes in convenient places throughout the elevator will answer the purpose as well as a more expensive metal fire-escape.

The decision that the Occident and Powers Elevator Companies of Minneapolis were not guilty of employing unfair methods to drive out independent elevator competition was not unexpected and occasioned very little surprise even in the immediate locality where the alleged unfair competition took place. The charges rested almost entirely upon the fact that the defendants offered higher prices than the Farmers' Elevator Company which brought the complaint.

An enterprising press agent is responsible for the stopping of a grain elevator for a short time at Southeast Minneapolis recently. A well-known Russian dancer, it appears, became indignant because a string of twenty grain cars placed for loading at the elevator prevented her from reaching her private car, whereupon the elevator manager courteously allowed the cars to be shifted and her private car set on his siding. The interesting point about this is that it is the first time on record when a grain elevator furnished the background for a publicity stunt.

It is getting to be the custom for farmers' elevator associations to invite representatives from both the Minneapolis Chamber of Commerce and the Equity Co-operative Exchange to address their conventions. It injects the needed quality of excitement into the meeting. For instance, look at the recent meeting of the Farmers' Co-operative Association of South Dakota, which has been appropriately termed the "Battle of Sioux Falls." Indulging in personalities and mud slinging never did produce anything but a "scrap," and this meeting was

no exception. However, whether unconsciously or not, a great compliment was paid to the Minneapolis Chamber when only one representative was invited, Secretary McHugh, whereas an army of twenty or more were present from the Equity Exchange.

The resignation of Secretary F. D. Coburn of the Kansas Board of Agriculture undoubtedly means a serious loss to the commonwealth which he has so effectively served. His decision to step down while his usefulness was still unimpaired in favor of a younger man is unusual, but his long period in public life shows that the question of efficiency was always uppermost in his mind and by retiring at the zenith of his career he takes with him an admirable and enviable record.

There is a feeling in the air that some adverse grain legislation may be expected during the present session of Congress. It is well to be prepared at all events. "Anti-futures" seems to be a popular subject just now among the legislators. Among those who have announced (since our last issue) that they will present bills abolishing options and futures in grain or cotton or both, are Representatives Harrison of Mississippi, Ferris of Oklahoma, Heflin of Alabama, Foster of Illinois, and Goodwin, Wingo and Oldfield of Arkansas. It seems to be a case of "Come on in, fellows, the water's fine."

The recent ruling of the Minnesota Railroad and Warehouse Commission to the effect that in future all switching charges should be made on a basis of actual cost instead of the flat rate of \$1.50 per car, has been unjustly condemned in various quarters. Particularly do the farmers' organs rave about it as an injustice and increased hardship to the farmer. As a matter of fact the average switching charge has been proven to be much less than \$1.50, and that rate was only established as a matter of convenience. Hence in the majority of cases the shippers will actually save money by the ruling.

Government ownership of railroads is the only thing which will even approximately solve rate problems, according to a recent statement of B. H. Meyer of the Interstate Commerce Commission, who qualified its importance, however, by denying that he spoke as a Government official. Mr. Meyer said that the present system of private ownership and system of regulations may give way to different systems of regulations, and these in turn may be superseded by a system of public ownership, but none of these will actually terminate rate controversies. We are inclined to agree with him that as long as there are railroads and traffic to go over those railroads, there will continue to be rate problems hard of solution. But then it is the chief function of the Interstate Commerce Commission to see that the problems are adjusted or solved as nearly as possible so as to be equitable and fair to both sides. We know Mr. Meyer and his associates have no sinecures, yet seldom do we hear of anyone declining a place on the Commission when it is offered, so there must be compensations.



## A NEW GRAIN DRIER

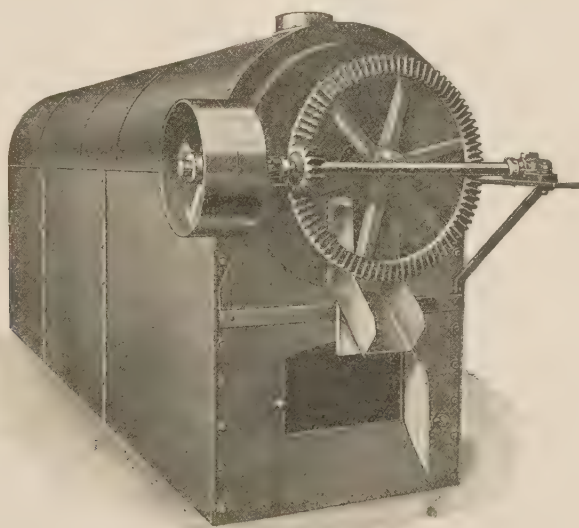
Grain driers have been an important adjunct to elevators this season on account of the high moisture content of the corn. The cost of continuous operation of these driers has in many cases been considerable. To lower this operating cost and to dry grain by the natural direct method the Fitz Grain Drier has been devised by the Fitz Water Wheel Company of Hanover, Pa.

The drier consists of a cast iron frame in which



FITZ GRAIN COOLER

is a fire box. In the heat chamber above the fire box is a cylinder which revolves slowly and through which the grain is conveyed by spiral flights. Every grain is heated equally and thoroughly aerated. By regulators in the machine the rate of discharge and the temperature can be under perfect control



FITZ SPECIAL GRAIN DRIER

at all times. The machine can be driven by a roller chain on a direct drive from a parallel shaft, or it may be driven with gears as shown in the illustration. The cost of fuel is said to average about half a cent per bushel of grain dried. Any kind of fuel may be used.

As it is necessary to cool the grain after drying, before putting it in large bins, the company has devised an all-metal cooling device which admirably

fulfills its purpose. The hot grain is conveyed to an elevator and carried up to the steel aspirator shown. A rotary blower supplies a strong current of cold air to the aspirator and cools the grain to a proper temperature for storing. This cooler is also of great use in conditioning grain that has begun to heat or turn musty.

## CORN GRADES DEFINITELY FIXED

Shortly after the first of the year, Secretary Houston of the U. S. Department of Agriculture announced the new Federal corn grades as they have finally been fixed. The new grades will become effective on July 1, 1914, and are essentially the same as those first promulgated. "Standard" grade has not been substituted for No. 3 as requested by the Grain Dealers National Association and only a few minor changes have been made in the first set. The grades and general rules as fixed are as follows:

Grade, classification:	Moisture.	Damaged corn.	Maximum Percentages of	
			Foreign material, incl'd dirt, cob, other grains, finely broken corn, etc.	"Crack'd" corn, not including broken corn. (See General Rule 9.)
White, yellow and mixed corn. No. 1	14.0	2	1	2
2	15.5	4	1	3
3	17.5	6	2	4
4	19.5	8	½% 2	4
5	21.5	10	1% 3	5
6	23.0	15	3% 5	7

"Sample"—See General Rule No. 6 for Sample Grade.

## General Rules.

1. The corn in grades No. 1 to No. 5, inclusive, must be sweet.
2. White corn, all grades, shall be at least 98 per cent white.
3. Yellow corn, all grades, shall be at least 95 per cent yellow.
4. Mixed corn, all grades, shall include corn of various colors not coming within the limits for color as provided for under white or yellow corn.
5. In addition to the various limits indicated, No. 6 corn may be musty, sour, and may also include corn of inferior quality, such as immature and badly blistered.
6. All corn that does not meet the requirements of either of the six numerical grades by reason of an excessive percentage of moisture, damaged kernels, foreign matter or "cracked" corn, or corn that is hot, heat damaged, fire burnt, infested with live weevil, or otherwise of distinctly low quality, shall be classed as sample grade.
7. In No. 6 and sample grade, reasons for so grading shall be stated on the inspector's certificate.
8. Finely broken corn shall include all broken particles of corn that will pass through a perforated metal

"cracked" corn, as provided for under the various grades, shall be such as occur naturally in corn when handled under good commercial conditions.

11. Moisture percentages, as provided for in these grade specifications, shall conform to results obtained by the standard method and tester as described in Circular 72, Bureau of Plant Industry, U. S. Department of Agriculture.

The minor changes referred to are that a small percentage of heat damaged and mahogany corn has been allowed in Grades 4, 5 and 6, and square wire mesh screen has been changed to round hole perforated screen in Rules 8 and 9.

## A NEW HESS MOISTURE TESTER

The enforcement of the Government grades on corn will make it necessary for every market which pretends to set the grade on a shipment of corn to have a reliable moisture tester, as the classification



THE NEW HESS MOISTURE TESTER

of grades is largely determined, under the new rules, by the amount of moisture contained.

The Hess Warming and Ventilating Company of Chicago is advertising its new moisture tester which conforms with the specifications of Bulletin 72, of the Department of Agriculture, describing the original Brown-Duvel Moisture Tester, such as is used by the Department of Agriculture and recommended by its employees, using the same glass flasks and tubes and corresponding in all respects with the so-called "Government" or "official" tester.

The Hess Company, however, has mounted the apparatus on a tall steel stand with service shelves similar to the arrangement of the Hess Improved Tester.

It is pointed out by the manufacturers that the original Brown-Duvel tester cannot be used with gasoline, but is supplied only for gas and alcohol. The Hess Improved Moisture Tester, with copper flasks, on the other hand, is available for gasoline and electricity, as well as for gas and alcohol, and the expense-saving feature of the copper flasks has worked great economy in the cost of testing. It is not in any sense superseded by the new original moisture tester, but the company has decided to supply both kinds so as to meet all requirements. Grain dealers who prefer to use the glass flask machines may now be supplied by the Hess Company at prices comparing favorably with those charged by others offering machines built on similar lines, but lacking the improved stand and convenience of this tester.

Among the reports of Argentine corn imports, 200,000 bushels are recorded at Galveston to Fort Worth grain firms, and several more shipments are anticipated there at early dates.



PAUL VAN LEUNEN  
Cincinnati.

# NEWS OF THE TERMINAL MARKETS

P. M. INGOLD  
Minneapolis.

## NEW BRANCH INSPECTION OFFICE

The Public Service Commission of the state of Washington has established a branch office of the Grain Inspection Department at Bellingham. The head office remains at Tacoma.

## WINNIPEG WILL HAVE A GRAIN LABORATORY

The Canadian Minister of Trade and Commerce has announced that he will establish in Winnipeg, Man., Canada, a laboratory for testing grain with regard to its moisture contents, milling and baking value and conditions developed in storage and transportation.

## ANNUAL ELECTION OF ST. LOUIS MERCHANTS EXCHANGE

The annual election on the St. Louis Merchants Exchange, held January 7, resulted as follows: For president, Marshall Hall of W. L. Green Commission Company; first vice-president, Roger P. Annan Jr. of Annan, Burg & Co.; second vice-president, George C. Martin of Goffe & Carkener Company.

Directors—John L. Messmore, L. Ray Carter, Ben S. Lang, George Harsh, Harry E. Halliday.

## LARGE RECEIPTS AT MINNEAPOLIS

According to figures compiled by John G. McHugh, secretary of the Minneapolis Chamber of Commerce, the receipts of grain for 1913 exceeded those of the previous year by 25,000,000 bushels. For 1912 there were 170,434,000 bushels of grain received at Minneapolis, while a trifle over 200,000,000 was the record for the year following. All grains showed a gain over the previous year with the exception of wheat.

## THE ELECTION AT MEMPHIS

The members of the Memphis Grain & Hay exchange of Memphis, Tenn., held their annual meeting and banquet at Hotel Gayoso the latter part of December.

The following officers were elected: W. P. Brown, president; J. B. Edgar, vice-president. C. B. Stafford was re-elected secretary and treasurer. The directors chosen were: T. B. Andrews, E. C. Buchanan, E. E. Buxton, and G. E. Patterson.

## ADVOCATES NEW GRAIN EXCHANGE

A movement has originated with the East St. Louis Commercial Club, East St. Louis, Ill., to establish a grain exchange in that market. W. C. Thresher, president of the Club, has given out a number of reasons why business men and grain men on that side of the river would find an exchange desirable and says the project will find support from mill owners and operators of Columbia, Waterloo, Milstadt, Belleville, East St. Louis, Mascoutah, and other east side towns in the southern Illinois grain belt.

## EFFECT OF ARGENTINE CORN

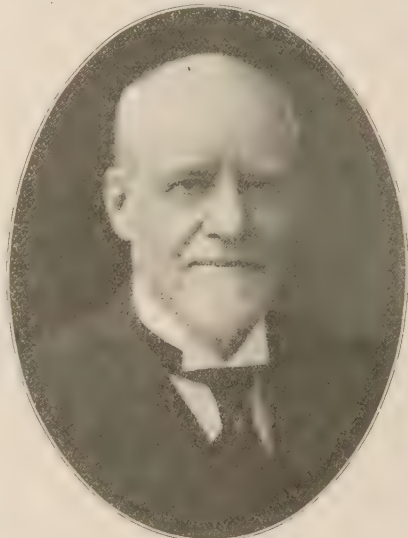
T. A. Grier & Co., of Peoria, Ill., have the following to say about Argentine corn in market letter of January 9:

"When this country in the recent removal of all tariff on corn threw open our doors to our only corn competitor, the Argentine, all the conditions were changed that we have been working under for years, and we must consequently throw aside, temporarily at least, our crop statistics and our price valuations based on what we ordinarily have to consider. We must face the facts as evidenced by what Argentine has already done in the way of imports at New York and our Gulf ports, and by the

very favorable prospect that country has for its growing crop. They say the timely rains they are getting give them a promise of three hundred million corn, which would mean two hundred and fifty million for export, and consequently they are offering their corn delivered New York at 64 cents, shipment up to next May, and at Liverpool for 65 cents, March and April shipment; 64 cents April and May, and 63 cents May and June."

## ANNUAL BANQUET OF LAMSON BROS. CO.

According to their annual custom the firm of Lamson Bros. & Co., of Chicago, gave a banquet to their employees during the first week in January.



L. J. LAMSON



L. F. GATES



W. A. LAMSON

The banquet celebrated this year not only the birth of the new year, but the fortieth anniversary of the founding of this well known house. It was 40 years ago in 1874, when L. J. Lamson started in the grain business with a capital stock of some \$3,000, and how the business has thrived and grown is shown by its present total force of some two hundred employees and fifty branch offices situated in various parts of the Central and Western grain belts.

The annual round-up brought together some ninety members of the firm's force forming a goodly company of successful business men, for the time being imbued solely with the true spirit of holiday cheer and revelry. After the dinner, L. F. Gates acted as toastmaster and there were given some excellent talks by the following speakers: J. M. Simpson, Sidney S. Date, R. W. Searle, W. G. Kelly, R. B. Mc-

Connell, Geo. A. Davis, J. Ralph Pickell, F. M. Rogers, H. H. Kennedy.

## ELECTION AT PEORIA

The Peoria, Ill., Board of Trade held its annual election on January 12. The entire ticket was selected without opposition, the new officers being as follows: President, N. R. Moore; vice-presidents, Theodore G. Jacobs and G. H. McHugh; secretary, John R. Lofgren; treasurer, Walter Barker. Directors: T. A. Grier, C. C. Miles, A. G. Tyng, L. Mueller, Peter Casey, W. W. Dewey, J. H. Ridge, S. Mowat, T. J. Pursley and B. E. Miles. Committee of Arbitration: George L. Bowman, George Breiler, Gus Peterson. Committee of Appeals: L. H. Murray, W. S. Miles, F. L. Wood.

## A WORD OF CAUTION TO SHIPPERS

Pope & Eckhardt Co., Chicago, had the following to say in a recent market letter:

"A word of caution: Don't ship bulkhead loads of grain during periods like the present when every handler in the terminal market is busy to his capacity; some combinations are absolutely unsalable. Regulations of the railroad companies are sufficiently elastic to cover nearly every instance where it is necessary to ship remnants of one kind or another by ordering small capacity cars, or making use of provisions in the tariff, which allow a clean-up at least once a year for each kind of grain."

## NEW OFFICERS FOR CHICAGO BOARD OF TRADE

The annual election of officers of the Board of Trade of the city of Chicago was held January 5. Caleb H. Canby, of C. H. Canby & Co., was chosen to serve as president the coming year, A. E. Cross was elected first vice-president and Joseph P. Griffin, of J. P. Griffin & Co. was elected to the second vice-presidency.

The directors chosen were Leslie F. Gates, Ralph A. Schuster, James J. Fones, George T. Carhart, and John J. Stream.

Two vacancies, occasioned by the resignations of C. H. Canby and B. S. Wilson, were filled by the election of Geo. H. Marcey and John Carden.

President Canby appointed the following Grain Committee: Adolph Gerstenberg, John Carden, Ralph Schuster, E. D. McDougal, W. N. Eckhardt, F. B. Rice, P. H. Schiffin, J. C. Murray, J. F. Barrett.

## TWO BIRTHDAYS

In the office of the National Milling Company, in the Produce Exchange Building, Toledo, Ohio, and in that of J. F. Zahm & Co., one floor removed, a large red circle encompasses the numeral 5 on the January calendar. Why? Because on that date exactly 47 years ago, David Anderson, Scotchman, president of the National Milling Company, at Belfast, Ireland, and Fred Jaeger, German, of the "Red Letter" firm, at Elmore, Ohio, first saw the light. Perhaps the distance that separated them at nativity gave cause for the selection of the two ballads most popular at their celebration: "Hands Across the Sea," and "Why Is the Ocean so Far From the Shore?"

Incidentally, Fred Jaeger was elected treasurer of the Produce Exchange on the fifth of the month and David Anderson had his picture taken with that of his family, an occurrence, his friends stated, that has not been known in forty years. There are no more popular men in the Produce Exchange



of Toledo than the two who celebrated on the same date and they received countless good wishes from very many friends.

## NEW OFFICERS BOSTON CHAMBER OF COMMERCE

The officers who will serve the Boston Chamber of Commerce the coming year are: J. Randolph Coolidge, Jr., president; Henry S. Dennison, first



J. RANDOLPH COOLIDGE, JR.  
President, Boston Chamber of Commerce.

vice-president; John Mason Little, second vice-president; James A. McKibben, secretary; Daniel D. Morss, treasurer.

## CARS ON TRACK NOT REGULAR FOR DELIVERY

A condition arose in Chicago the latter part of December in which the directors of the Board of Trade were asked to have corn in cars on track, Chicago, declared regular delivery on December sales under the emergency rule of the Board of Trade. The rules give the Board of Directors power to declare warehouses or vessels regular under the emergency clause, but according to President Andrews there was nothing in the rules giving them power to declare cars regular. The directors denied the request.

The trouble arose from the congested condition of the elevators owing to the enormous arrivals of corn the last three weeks of December, which was so wet that a large percentage of it had to be dried to put into condition to be stored. The corn sent in for delivery on sales for December in most cases missed grade and at the close of the month a hardship was worked on shippers who were unable to get their No. 3 corn into store to deliver on sales at five cents penalty.

## VALUE OF THE "FUTURE" SYSTEM

Concerning the value of the "future" system of trading as affecting prices of all commodities, Southworth & Co., Toledo, say in their market letter of January 10:

"The action of the corn market for the past two weeks illustrates once more the value of the system of trading in futures. The big fact of this period, market-wise, has been the imports of corn from Argentine duty-free. Under our system of future trading, the pressure on prices from this source was distributed through the entire period of readjustment to new conditions. The strain was equalized. In the absence of futures, the arrival of this Argentine corn would have resulted in a sudden and severe break in prices at the seaboard. Holders who needed the money would have been compelled to accept rock-bottom prices and undergo the full force of the break. In the absence of this system, prices might have undergone the violent fluctuations of the after-Christmas department store reductions.

"This is a vivid illustration of the every-day value

of future trading—a system that enables the marketing of our great crops of agricultural products without serious price disturbance."

## THE NEW INSPECTOR AT MOBILE, ALABAMA

When the Mobile Exchange instituted an inspection Department a short time ago, J. T. Pope of Nashville, Tenn., was selected to fill the important office of chief inspector. It is curious that Mobile has not felt the demand for an inspector long before, but the awakening of the port as an export city, with the nearing of completion of the Panama Canal, has now made the office a necessity, as it is confidently expected that Mobile has a bright future as a grain market.

Mr. Pope is thoroughly equipped to take charge of the new department. He has been in the grain business all his life, for five years with the Liberty Mills of Nashville, Tenn., then as superintendent of the J. H. Wilkes & Co., elevator, and from there as inspector for the Nashville Grain Exchange.

The Mobile inspection department has been



J. T. POPE  
Chief Grain Inspector, Mobile, Ala.

equipped with all the needed appliances for inspecting grain in the most improved methods. The inspection will be carried on strictly according to the rules of the Grain Dealers' National Association, and hay will be graded to conform to the rules of the National Hay Association.

## CHANGES IN MEMBERSHIP

*Baltimore.*—Secretary James B. Hessong of the Chamber of Commerce, reports that Littleton B. Purnell was elected a new member, and that the certificate of Paul Frame was transferred.

*Chicago.*—The following changes on the Chicago Board of Trade are reported for December: New members, Harry L. Winters, Frank J. Bittle, Geo. V. Price, Geo. W. Dixon, W. J. Underwood, Thomas E. Wilson, Oliver H. Perry, Jr., John J. Murphy. Transferred: M. M. Sternberger, Estate of Chester S. Blackman, Jesse Wasserman, Arthur Dixon, L. W. Weston, Estate of Edward Morris, Estate of Isaac Horner, James E. Weller.

*Kansas City, Mo.*—Secretary E. D. Bigelow of the Board of Trade, reports that Arthur G. Evans was admitted to membership to fill the vacancy caused by the expulsion of R. J. House.

*Milwaukee.*—Changes in membership in the Chamber of Commerce during December are reported as follows: New members, William E. Haberman and Anton W. Asmuth. Transferred memberships: Arthur W. James and William G. McSpadden.

*Peoria.*—Secretary John R. Lofgren reports that Joseph L. Furst and Bryant J. Yeck have been admitted to membership in the Board of Trade.

*St. Louis.*—Secretary Eugene Smith of the Merchants Exchange reports new members. R. P. Atwood and B. J. McCauley; resigned Leonard Bacon.

*San Francisco.*—W. A. Gordon and W. F. Williams have been admitted members of the Grain Trade Association of the Chamber of Commerce, according to the report of Secretary T. C. Friedlander.

*Toledo.*—Three new members have been admitted to the Produce Exchange: J. F. Courcier, Toledo; W. A. Boardman, Toledo; Charles F. Franks, Millersburg, Ohio.

## PRODUCE EXCHANGE ELECTS OFFICERS

The Produce Exchange of Toledo, Ohio, amended its constitution in January to enable its members to re-elect Fred O. Paddock president, whose administration during 1913 was so efficient, especially in the matter of securing equitable railroad rates for Toledo with competing points, as to merit this deserved compliment.

Other officers were elected as follows: First vice president, John A. Smith; second vice-president William H. Haskell; secretary, Archibald Gassaway; treasurer, Fred W. Jaeger.

Directors—David Anderson, Frank I. King, E. L. Southworth, Geo. D. Woodman, Frank R. Moorman, Jesse W. Young, H. Wallace Applegate, Cyrus S. Coup, Henry W. De Vore, Frank W. Annin.

## CALEB H. CANBY

The new president of the Board of Trade of the city of Chicago, unanimously elected to that office on January 5, is the head of the firm of C. H. Canby & Co. and has been a member of the Board since 1890. He was born in Stark County, Ohio, in 1856, and became a member of the New York Produce Exchange in 1883. He removed to Chicago in 1890 and has been a member of the Chicago and New York Stock exchanges since 1898. He served his second term last year as a director of the Board.

Mr. Canby was formally installed into office at the annual meeting of the association, held January 12. In his address he announced that all the influence of his office, and the Board as well, would be exerted to secure an annulment of the railroad rates



CALEB H. CANBY  
President, Chicago Board of Trade.

which are against the natural advantages of Chicago as a lake port. He believed that the "at and east" of Buffalo rates should be changed to equalize the all-rail rates from western points to the seaboard.

As the new set of grades on corn would lead to great confusion, he believed that the date on which they were announced to go into effect, July 1, should be postponed.

He treated fully of the anti-option bills now before Congress, declaring that they were the result of misapprehension, or the bucket shop methods of irresponsible houses, and maintained that if the present method of doing business was done away with it would permit the making of a huge monopoly out of the grain trade of the country. In re-



terrering to the recent congested corn condition in the Chicago market he stated that there would probably be a radical change in the method of delivering corn. It was important, he said, that the Board of Trade should do everything possible to remove any just cause for complaint in the future from the grain dealers of the country, as it was to them that the association had to look for their success.

## ST LOUIS EXCHANGE'S NEW PRESIDENT

The St. Louis Merchants' Exchange elected Marshall Hall president on January 7, without a contest. The test of the ballot was only an indication of that severe test of appraisal, made by keen business men over a period of years. Mr. Hall has stood the latter test, so the result of the former came as a natural sequence.

The new president was born in Maysville, Mason County, Kentucky, on January 13, 1875, and is, therefore, one of the youngest men that ever presided over that Exchange, a coincidence that is in strong refutation of the superstition that thirteen is an unlucky number, is that on his thirty-ninth birthday, January 13 he assumed the gavel of administration at the head of his avocation.

The personality of a successful man is always interesting. It cannot be said that luck, neither good nor bad, was an appreciable factor in his steady advancement, but rather the possession of qualities that must succeed in accordance with the laws of averages.

At the age when the young man of today is just about ready for college, Mr. Hall entered the service of the Kentucky Central Railroad at the little station at Maysville, worked his way quickly up through the freight offices of the Chesapeake and Ohio at Cincinnati, was promoted to Memphis, then to the Colorado Southern, New Orleans and Pacific, at New Orleans.

In 1894 he became associated with the W. L. Green Commission Company of St. Louis, and was made president of that corporation in 1903. Five years later, in 1908, he was made president of the Burlington Grain Elevator Company, thus becoming the executive head of two of St. Louis' largest grain industries.

The impression gained from contact with Mr.

Hall is that of quiet effectiveness. Kindly and broad spirited, yet with a keen incisive grasp of the verities and a lighting elimination of that which is not worth while, he has the reputation among grain men for force without friction; of



MARSHALL HALL

President of the St. Louis Merchants' Exchange.

using very few words, but doing much—for the market—for himself—and for his associates.

## LARGEST GRAIN VISIBLE EVER

A number of considerations that are likely to weigh heavily on the future price of wheat is presented by Finley Barrell & Co., Chicago, in market letter of January 9. Among other things they say:

"Our domestic outlook does not appear at all reassuring. We have a visible, exclusive of bonded

wheat, of 62,743,000 bushels or with bonded, of 74,266,000 bushels. This compares with 65,342,000 bushels for the corresponding week a year ago. In this connection let us further digress to call attention to the fact that we have a total visible of all grains of 104,000,000 bushels or more grain in our visible than anyone in the trade has ever seen before. The invisible is equally large and it will prove itself to be so when it finally starts to move. This is no mere guess, but is based on figures compiled by the leading statistician of the country and one whose estimates are frequently closer than those of the Government itself."

## PITTSBURGH GRAIN AND HAY EXCHANGE

Just before Christmas a photographer made his way onto the floor of the Pittsburgh Grain and Hay Exchange and took the picture of the members which is now reproduced below through the courtesy of the *Pittsburgh Post*.

The Exchange was incorporated in 1882 as the Grain and Flour Exchange of Pittsburgh, but in 1912, all flour mills having disappeared from Pittsburgh and the members having ceased to deal in that commodity, the term "flour" was changed to "hay" in the new charter granted at that time. The present officers are: Samuel Walton, president; Roy V. Harper, secretary; William Leubin, treasurer; H. G. Morgan, W. W. Beatty and William A. McCaffrey, with the officers, to the Board of Managers.

Charles Culp is the chief inspector. He has been with the Exchange since it was organized. Joseph E. Gray is the chief weighmaster, and C. G. Burson is traffic manager. Oscar C. Alexander has been superintendent since 1884.

The members appearing in the picture, beginning at the back are: First row, D. W. Jeet, Joseph Gray, Renwick Martin, Charles Culp, Elmer Guyton. Second row, Oscar Alexander, John Dickson, William Gordon, C. M. Hardman, W. C. Hodil, Fred Davis, Charles Carnahan, Albert Fisher, Earl Cook, John Floyd, William Zang. Third row, C. G. Burson, William Fuloon. Fourth row, Philip Geidel, George C. Jaeger, Robert Austen, Joseph A. McCaffrey, G. R. Seavey, T. J. Austen, William Fisher, D. V. Heck, R. V. Harper. Front row, Charles



MEMBERS OF THE GRAIN AND HAY EXCHANGE, PITTSBURGH, PA.



Hero, William Heck, J. A. A. Geidel, Samuel Walton (president), H. H. Wood, Alfred Lawton, John Schmidt, F. L. Stewart.

### TERMINAL NOTES

G. F. Kirsten, senior member of the grain firm of Kirsten & Smiley of Plainfield, Ill., has accepted a position with the Armour Grain Company of Chicago.

Winfield S. Day, who has been for many years connected with Walter Fitch & Co. of Chicago, became associated with Johnston & McKinzie on January 1.

D. R. Risser, of Vaughnsville, Ohio, has sent out an especially handsome calendar with a reproduction of a painting showing the river Seine at Pont Neuf, Paris.

It is announced that Harris, Winthrop & Co., of Chicago, New York, with branches in a number of the larger cities, will close their Denver office on February 1.

The Grain & Hay Exchange of Pittsburgh, Pa., at a recent meeting endorsed the movement to secure the location of a regional reserve national bank in Pittsburgh.

Charles De Woody, who has been for years in the government service in Chicago, has announced that he will engage in business as broker on the Chicago Board of Trade.

The Hynes Elevator Company has been incorporated at Omaha, Neb., with a capital stock of \$200,000. The incorporators are W. I. Hynes, T. A. Anderson and B. Aldrich.

The Board of Trade of the city of Peoria, Ill., has appointed a committee to draw up papers of incorporation. The Board has never been incorporated, although doing business for very many years.

The Board of Directors of the Chicago Board of Trade late in December acquitted Benjamin S. Wilson, head of the grain firm of B. S. Wilson & Co., of charges of accepting margins when he knew that he was insolvent.

J. P. Gibbons, chief grain inspector in the Chicago market, reorganized his force in December so that if necessary the moisture tester department could be operated day and night during a large run of corn to that market.

W. G. McDougal, who has been associated with the cash grain department of Harper & Ward of Des Moines, Iowa, for the past few years, has left the firm to engage in the western land business, in which he has large interests.

The grain firm of Jordan & Montgomery of Indianapolis, Ind., was dissolved early in January. F. M. Montgomery disposed of his interest and after a vacation of several weeks will engage in the track grain business at Indianapolis.

It is expected that the office of state grain inspector for the state of Washington will be placed under the new department of agriculture by the next legislature. Under the present law this department is under the Public Service Commission.

Instead of the usual pre-New Year's activity and general all around rough house on "change" the grain men and allied interests of the Cincinnati Chamber of Commerce gave a "Farewell to 1913" luncheon at the Sinton Hotel at noon December 31.

Southworth & Co., of Toledo, remembered their friends at the holiday season by the gift of a combination thermometer and calendar. The portrait of a handsome young girl in the framing of an embossed miniature was a part of the useful and attractive remembrance from this well known Toledo house.

Charles D. Jones, a leading grain dealer of Nashville, Tenn., and president of the Grain Dealers' National Association, recently leased the Hermitage Elevator in North Nashville from the Illinois Central and the Southern Railway. He will also have shipping privileges both to and from the elevator from the Nashville, Chattanooga & St. Louis, and Louisville & Nashville railways. The Hermitage elevator is up to date in all respects and is

equipped with a No. 6 Hess Drier with a capacity of 15,000 bushels every 24 hours. Mr. Jones sold his old house and moved into the Hermitage plant on January 1.

Perry, Price & Co. have opened an office at 131 South La Salle street, Chicago, and will do a general commission business in grain, stocks, bonds and provisions. The firm is composed of Oliver H. Perry, Jr., Eugene H. de Broukart, George V. Price and Charles J. Aeppli, Jr.

The Osborn Grain Company, with offices in the Chamber of Commerce Building, Minneapolis, Minn., has discontinued business owing to the death of E. F. Osborn, which occurred a few weeks ago. Mr. Osborn had been engaged in the grain business at Minneapolis for over twenty years.

A recently adopted amendment to the rules of the Chicago Board of Trade makes it compulsory for presidents and secretaries of corporations, members of the Board, to have individual membership in same. It was expected the effect of the amendment would cause a little stiffening in the price of memberships.

The Cleveland Grain Company, an Illinois corporation with head offices at Cleveland, Ohio, has applied for incorporation under the laws of Ohio. The company will increase its authorized capital from \$250,000 to \$500,000. It has elevators at Champaign, Ill., Indianapolis, Ind., and at various points along the lakes.

Bert A. Boyd, the "Indianapolis Commission Man," had a personal message for his friends on Christmas delivered through the medium of a poem and a token. The token was a leather book containing envelopes for holding valuable papers and was an extremely choice gift as expressing the season's greetings.

L. B. Wilson has quit active business on the Chicago Board of Trade and is now associated with several capitalists who are building two cemeteries at Gary, Ind. One of the cemeteries is non-sectarian and the other will be devoted to the Roman Catholic Church. It is the purpose to make the cemeteries among the finest in the country.

A movement was started in December by the hay dealers of Minneapolis, Minn., to establish a Hay Board of Trade with suitable quarters for meeting. As a result the Minneapolis Hay Board of Trade opened January 2 with headquarters in the Chamber of Commerce Building. The Minneapolis Hay Exchange went out of business some months ago, leaving the hay market in a very unsatisfactory situation.

H. Seymour Antrim, of the firm of H. S. Antrim & Co. of Cairo, Ill., president of the Cairo Board of Trade, was accidentally shot and quite seriously injured early on the morning of January 1. Mr. Antrim had attended a watch meeting at the Presbyterian Church, and as he was descending the church steps a stray bullet, supposedly fired by some person celebrating the New Year, struck him in the head.

Nye, Jenks & Co., Minneapolis, Minn., recently acquired the grain business and good will of the Atwood-Stone Company, a firm which has been engaged in the grain business since 1890 with offices at Minneapolis and Duluth. The general offices of Nye, Jenks & Co. were removed from the Chamber of Commerce Annex to the Flour Exchange Building, where the firm secured enlarged quarters on the eighth floor.

Pembroke W. Pitt, formerly of the firm of Pitt Bros. & Co. of Baltimore, Md., who was serving a five-year term in the penitentiary for obtaining money on forged bills of lading, received a pardon from Governor Goldsborough the latter part of December. Pitt's forgeries were discovered late in 1911. On November 3, 1911, a receiver was asked for the firm and the following day it was reported that he has disappeared and that the firm's accounts were short to the extent of \$200,000. Four banks in Baltimore, two in New York and a couple of Baltimore firms, it was learned, had been losers by Pitt's operations, and he was indicted by the grand jury,

traced to Greece and deported without trouble. He pleaded guilty at his trial and was sentenced to a term of five years, of which he had served one year and four months. Pitt's mother and some of his friends had made up a part of the money he had lost and the banks did not oppose his pardon, which was secured largely through the loyal efforts of his wife. He has made a statement that he will make full reparation to all who lost through his operations, and will start anew in some new location.

The annual luncheon and open house of the Seattle Merchants' Exchange was held in the Exchange rooms in the Colman Building Saturday noon, January 3. F. G. Pattello, of the firm of Balfour, Guthrie & Co., and president of the Exchange, was the presiding officer at the luncheon, and there were a number of short addresses by men prominently connected with the grain receiving and shipping trade.

Edward Andrew, secretary of the Nash-Wright Grain Company of Chicago, the retiring president of the Chicago Board of Trade, was warmly thanked by the members of the Board at their annual meeting, held January 12, for the earnest and able attention given the Board's affairs during the past year and on motion by John A. Bunnell it was unanimously decided to have suitable resolutions embossed and presented to him.

Picker & Beardsley Commission Co., of St. Louis, Mo., are sending out a calendar for 1914 that has a number of added pages showing quantity of seed per acre of some 29 products, the weight of produce per bushel, equivalent prices clover seed, equivalent prices timothy seed, and valuable information to shippers covering bills of lading, invoices, weighing certificates, drafts. The firm was established in 1876 and both its members are popular at grain conventions both east and west where they are often seen, and are likewise highly esteemed at the St. Louis Merchants' Exchange. Offices are warehouse of the company are at 118 North Main street, St. Louis.

### RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at leading receiving and shipping points in the United States, for the month of December, 1913, and for the entire year:

**BALTIMORE.**—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce. Figures for December:

Articles.	Receipts—		Shipments—	
	1913.	1912.	1913.	1912.
Wheat, bus....	4,259,094	2,758,832	3,318,190	2,440,291
Corn, bus....	601,184	2,359,738	15,750	1,457,248
Oats, bus....	205,716	1,274,645	10,080	2,771,588
Barley, bus....	2,984	124,672	.....	176,201
Rye, bus....	175,412	135,319	.....	.....
Hay, tons....	6,141	5,840	.....	992
Flour, bbls....	164,804	272,412	83,219	174,350

**BALTIMORE.**—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce. Figures for year 1913:

Articles.	Receipts—		Shipments—	
	1913.	1912.	1913.	1912.
Wheat, bus....	28,469,370	12,488,385	26,257,378	9,793,159
Corn, bus....	21,308,087	13,197,593	18,620,172	9,773,379
Oats, bus....	5,791,129	17,481,271	1,787,811	14,031,282
Barley, bus....	150,572	187,967	128,863	176,201
Rye, bus....	1,580,657	579,588	685,805	.....
Hay, tons....	63,316	63,078	9,205	11,713
Flour, bbls....	2,003,531	1,926,021	1,042,164	784,010

**CHICAGO.**—Reported by J. C. F. Merrill, secretary of the Board of Trade. Figures for December:

Articles.	Receipts—		Shipments—	
	1913.	1912.	1913.	1912.
Wheat, bus....	1,968,000	1,657,000	2,714,000	1,965,000
Corn, bus....	13,842,000	13,287,000	3,058,000	5,563,000
Oats, bus....	8,053,000	9,805,000	8,649,000	8,403,000
Barley, bus....	2,584,000	3,714,000	630,000	3,504,000
Rye, bus....	216,000	257,000	152,000	1,167,000
Timothy sd., lbs.	2,131,000	2,182,000	1,893,000	2,224,000
Clover sd., lbs.	1,448,000	295,000	668,000	372,000
Other grass seed, lbs....	2,214,000	1,621,000	1,062,000	2,411,000
Flax seed, bu.	1,030,000	632,000	.....	4,000
Br'm corn, lbs.	1,334,000	6,195,000	1,068,000	1,184,000
Hay, tons....	36,103	28,550	2,939	1,986
Flour, bbls....	699,000	801,000	475,000	460,000

**CHICAGO.**—Reported by J. C. F. Merrill, secretary of the Board of Trade. Figures for year 1913:

Articles.	Receipts—		Shipments—	
	1913.	1912.	1913.	1912.
Wheat, bus....	50,372,000	35,914,000	45,999,000	35,726,100
Corn, bus....	127,773,000	112,690,000	32,590,000	73,739,100
Oats, bus....	124,405,000	118,491,300	98,377,000	102,077,000
Barley, bus....	31,063,000	20,355,200	7,788,000	3,504,000
Rye, bus....	3,075,000	2,798,500	1,677,000	1,167,000
Timothy sd., lbs.	37,127,000	24,970,000	33,197,000	25,091,000
Clover sd., lbs.	5,371,000	4,593,100	5,057,000	3,869,500
Other grass seed, lbs....	14,009,000	14,556,900	22,760,000	30,552,900
Flax seed, bus.	2,801,000	2,258,500	133,000	409,100
Br'm corn, lbs.	20,607,000	16,660,900	18,664,000	7,799,100
Hay, tons....	289,048	342,617	23,370	35,398
Flour, bbls....	10,268,000	7,070,898	6,190,000	6,268,876



# THE AMERICAN ELEVATOR AND GRAIN TRADE

January 15, 1914.

**CINCINNATI.**—Reported by W. C. Culkins, superintendent of the Chamber of Commerce. Figures for December:

Receipts		Shipments	
1913.	1912.	1913.	1912.
Articles.....	1913.	1913.	1912.
Wheat, bus....	323,230	190,908	195,655
Corn, bus....	1,060,829	942,023	518,828
Oats, bus....	526,131	738,830	621,302
Barley, bus....	61,400	121,914	25
Rye, bus....	56,363	55,119	40,570
Timothy seed, 100-lb. bags..	3,813	1,412	1,845
Clover seed, 100-lb. bags..	5,179	2,412	1,597
Other grass sd., 100-lb. bags..	30,898	40,552	16,703
Flax sd., 100-lb. bags..	27	84	19
Br'm corn, lbs.	93,040	844,149	43,655
Hay, tons....	23,209	18,052	13,563
Flour, bbls....	101,019	164,957	120,168

**CINCINNATI.**—Reported by W. C. Culkins, superintendent of the Chamber of Commerce. Figures for 1913:

Receipts		Shipments	
1913.	1912.	1913.	1912.
Articles.....	1913.	1913.	1912.
Wheat, bus....	3,783,613	3,235,605	2,337,063
Corn, bus....	7,797,910	9,806,063	12,194,590
Oats, bus....	8,213,319	7,621,687	6,094,773
Barley, bus....	729,196	495,981	111,597
Rye, bus....	628,974	588,898	283,379
Timothy seed, 100-lb. bags..	69,506	52,954	18,115
Clover seed, 100-lb. bags..	38,362	56,594	36,176
Other grass sd., 100-lb. bags..	179,674	133,031	131,271
Flax sd., 100-lb. bags..	113	196	191
Br'm corn, lbs.	495,266	2,278,615	531,892
Hay, tons....	21,397	15,258	10,098
Flour, bbls....	1,307,547	1,187,227	947,305

**CLEVELAND.**—Reported by Clifford Gildersleeve, statistician of the Chamber of Commerce. Figures for December:

Receipts		Shipments	
1913.	1912.	1913.	1912.
Articles.....	1913.	1913.	1912.
Wheat, bus....	22,659	20,413	20,798
Corn, bus....	679,344	791,241	60,657
Oats, bus....	341,758	201,413	99,069
Barley, bus....	2,996	6,113	39,163
Rye, bus....	1,730	2,165	19,267
Flax seed, bus....	2,416	2,000	18,819
Hay, tons....	5,514	5,096	15,620
Flour, bbls....	53,399	64,103	14,989

**CLEVELAND.**—Reported by Clifford Gildersleeve, statistician of the Chamber of Commerce. Figures for 1913:

Receipts		Shipments	
1913.	1912.	1913.	1912.
Articles.....	1913.	1913.	1912.
Wheat, bus....	816,927	527,973	853,877
Corn, bus....	2,828,781	6,178,432	849,279
Oats, bus....	4,574,791	4,965,521	943,296
Barley, bus....	6,035	28,916	39,163
Rye, bus....	18,705	13,858	17,267
Flax seed, bus....	57,567	61,921	20,322
Hay, tons....	51,989	58,815	15,620
Flour, bbls....	683,729	713,629	194,336

**DETROIT.**—Reported by M. S. Donovan, secretary of the Board of Trade. Figures for December:

Receipts		Shipments	
1913.	1912.	1913.	1912.
Articles.....	1913.	1913.	1912.
Wheat, bus....	230,000	223,000	82,000
Corn, bus....	423,000	437,800	209,000
Oats, bus....	321,000	300,000	29,000
Barley, bus....	4,000	73,000	16,000
Rye, bus....	31,000	7,000	9,000
Flour, bbls....	32,000	23,000	35,000

**DETROIT.**—Reported by M. S. Donovan, secretary of the Board of Trade. Figures for year 1913:

Receipts		Shipments	
1913.	1912.	1913.	1912.
Articles.....	1913.	1913.	1912.
Wheat, bus....	1,732,000	1,732,000	1,315,000
Corn, bus....	2,712,000	2,776,000	1,863,000
Oats, bus....	2,692,000	3,496,000	374,500
Barley, bus....	43,000	195,000	2,800
Rye, bus....	350,000	166,000	145,800
Flour, bbls....	354,710	288,000	138,990

**DULUTH.**—Reported by Chas. F. MacDonald, secretary of the Board of Trade. Figures for December:

Receipts		Shipments	
1913.	1912.	1913.	1912.
Articles.....	1913.	1913.	1912.
Wheat, bus....	7,960,774	9,914,579	7,657,377
Corn, bus....	51,188	111,461	761,972
Oats, bus....	92,512	129,235	392,673
Barley, bus....	597,085	1,239,535	1,239,535
Rye, bus....	18,161	131,732	72,367
Flax seed, bus.	1,313,435	3,608,913	2,671,131
Flour, bbls....	81,550	60,115	95,156

**DULUTH.**—Reported by Chas. F. MacDonald, secretary of the Board of Trade. Figures for year 1913:

Receipts		Shipments	
1913.	1912.	1913.	1912.
Articles.....	1913.	1913.	1912.
Wheat, bus....	81,163,109	86,777,990	71,672,297
Corn, bus....	542,962	7,936	491,574
Oats, bus....	14,207,926	10,228,940	11,463,387
Barley, bus....	15,188,111	10,932,261	15,225,134
Rye, bus....	1,453,609	1,601,571	1,223,136
Flax seed, bus.	16,441,209	15,605,813	16,999,225
Flour, bbls....	6,126,295	5,382,255	7,233,335

**INDIANAPOLIS.**—Reported by Wm. H. Howard, secretary of the Board of Trade. Figures for December:

Receipts		Shipments	
1913.	1912.	1913.	1912.
Articles.....	1913.	1913.	1912.
Wheat, bus....	45,000	40,000	8,000
Corn, bus....	2,368,600	2,184,000	450,000
Oats, bus....	252,000	321,000	112,500
Rye, bus....	174	3,000	210,000
Hay, cars....	174	115	.....
Flour, bbls, made by local mills.	23,856	26,257	.....

**INDIANAPOLIS.**—Reported by Wm. H. Howard, secretary of the Board of Trade. Figures for year 1913:

Receipts		Shipments	
1913.	1912.	1913.	1912.
Articles.....	1913.	1913.	1912.
Wheat, bus....	2,880,000	2,488,000	595,000
Corn, bus....	15,338,000	15,594,000	3,618,000
Oats, bus....	5,815,000	6,276,000	1,901,000
Barley, bus....	1,000	30,000	2,366,000
Rye, bus....	30,000	27,000	4,000
Hay, cars....	1,626	1,793	.....
Flour, bbls, made by local mills.	113,032	.....	.....

**KANSAS CITY, MO.**—Reported by E. D. Bigelow, secretary of the Board of Trade. Figures for December:

Receipts		Shipments	
1913.	1912.	1913.	1912.
Articles.....	1913.	1913.	1912.
Wheat, bus....	1,260,000	2,566,800	1,224,000
Corn, bus....	4,841,250	1,538,750	2,086,250
Oats, bus....	816,000	411,400	902,700
Barley, bus....	15,400	40,600	1,400
Rye, bus....	19,800	27,500	11,000
Kafir corn, bus.	52,800	644,600	55,000
Flax seed, bus.	.....	.....	1,000
Hay, tons....	15,984	34,536	5,244
Flour, bbls....	11,900	26,000	114,500

**KANSAS CITY, MO.**—Reported by E. D. Bigelow, secretary of the Board of Trade. Figures for year 1913:

Receipts		Shipments	
1913.	1912.	1913.	1912.
Articles.....	1913.	1913.	1912.
Wheat, bus....	33,870,000	43,719,600	21,622,800
Corn, bus....	21,928,750	19,522,500	12,860,000
Oats, bus....	10,174,500	6,682,700	7,707,190
Barley, bus....	364,000	186,200	44,800
Rye, bus....	458,700	147,400	242,200
Kafir corn, bus.	1,793,000	2,733,500	1,747,000
Flax seed, bus.	19,000	19,000	6,000
Hay, tons....	303,132	364,164	82,512
Flour, bbls....	150,750	298,750	2,038,250

**MILWAUKEE.**—Reported by H. A. Plumb, secretary of the Chamber of Commerce. Figures for December:

Receipts		Shipments	
1913.	1912.	1913.	1912.
Articles.....	1913.	1913.	1912.
Wheat, bus....	639,400	519,800	312,198
Corn, bus....	3,601,360	2,064,700	1,788,016
Oats, bus....	1,854,000	1,470,000	1,584,464
Barley, bus....	1,939,600	2,298,400	421,047
Rye, bus....	358,600	338,800	307,305
Timothy sd., lbs.	253,505	600,000	309,585
Clover sd., lbs.	469,230	612,885	712,075
Flax seed, bus.	96,000	121,200	.....
Hay, tons....	2,574	7,702	468
Flour, bbls....	208,090	180,920	363,871

**MILWAUKEE.**—Reported by H. A. Plumb, secretary of the Chamber of Commerce. Figures for year 1913:

Receipts		Shipments	
1913.	1912.	1913.	1912.
Articles.....	1913.	1913.	1912.
Wheat, bus....	7,372,650	9,697,390	3,986,911
Corn, bus....	13,140,280	10,150,290	8,956,897
Oats, bus....	15,972,900	14,346,360	13,599,348
Barley, bus....	19,897,700	13,716,000	5,017,213
Rye, bus....	3,081,100	3,049,680	2,397,770
Timothy sd., lbs.	2,550,535	2,654,480	2,553,335
Clover sd., lbs.	2,588,532	4,766,030	4,492,227
Flax seed, bus.	679,200	456,825	5,790
Hay, tons....	39,415	48,289	5,203
Flour, bbls....	3,161,287	2,870,469	3,490,922

**MINNEAPOLIS.**—Reported by H. W. Moore, statistician of the Chamber of Commerce. Figures for December:

Receipts		Shipments	
1913.	1912.	1913.	1912.
Articles.....	1913.	1913.	1912.
Wheat, bus....	12,143,420	18,719,240	24,865,530
Corn, bus....	2,866,500	1,156,400	2,212,670
Oats, bus....	3,044,580	2,505,166	3,374,030
Barley, bus....	2,421,810	4,410,280	2,362,860
Rye, bus....	466,230	531,640	422,120
Flax seed, bus.	1,139,770	2,244,700	102,120
Hay, tons....	4,890	3,230	1,270
Flour, bbls....	78,584	68,981	1,515,513

**MINNEAPOLIS.**—Reported by H. W. Moore, statistician of the Chamber of Commerce. Figures for year 1913:

Receipts		Shipments	
1913.	1912.	1913.	1912.
Articles.....	1913.	1913.	1912.
Wheat, bus....	111,267,560	113,635,280	31,543,280
Corn, bus....	8,869,500	5,775,420	6,175,860
Oats, bus....	24,562,020	15,804,530	19,703,330
Barley, bus....	35,579,420	24,599,630	32,420,520
Rye, bus....	5,652,260	4,914,540	3,956,930
Flax seed, bus.	11,319,620	9,635,260	1,875,090
Hay, tons....	37,870	59,550	5,470
Flour, bbls....	770,161	586,758	18,541,094

**NEW YORK.**—Reported by H. Heinzer, statistician of the Produce Exchange. Figures for December:

Receipts		Shipments	
1913.	1912.	1913.	1912.
Articles.....	1913.	1913.	1912.
Wheat, bus....	7,021,000	5,320,120	.....
Corn, bus....	1,585,350	21,351	.....
Oats, bus....	1,550,925	285,927	.....
Barley, bus....	962,925	540,333	.....
Rye, bus....	5,750	.....	.....
Timothy sd., bags	.....	1,678	.....
Clover sd., bags	2,977	6,139	.....
Flax seed, bus.	600,200	187,117	.....
Hay, bales....	26,951	21,046	.....
Flour, bbls....	1,015,145	444,280	.....

**NEW YORK.**—Reported by H. Heinzer, statistician of the Produce Exchange. Figures for year 1913:

Receipts		Shipments	
Articles.	1913.	1912.	1913.
Wheat, bus....	52,979,500	.....	49,019,674
Corn, bus....	10,704,275	.....	8,583,799
Oats, bus....	20,382,300	.....	4,352,191
Barley, bus....	6,194,725	.....	5,516,917
Rye, bus....	739,175	.....	723,910
Timothy sd., bags	.....	.....	30,970
Clover sd., bags	33,954	.....	44,328
Flax seed, bus.	7,371,000	.....	3,133,181
Hay, bales....	311,120	.....	173,450
Flour, bushels....	9,451,445	.....	4,549,838



## TRADE NOTES

The National Association of Scale Experts held its ninth semi-annual meeting in the Senate Chamber of the Old Capital Building, St. Paul, Minn., January 12-13. Its membership now comprises about 100 state, railroad and scale manufacturing experts from all parts of the country.

The Weller Manufacturing Company, Chicago, in addition to its large business in grain handling and conveying machinery, also is known for its conveying systems for canning plants, and the company has just issued a very comprehensive catalog covering this branch of their industry.

The claim is made by American consuls at Autung, China, that there is a growing market for corn shellers in Manchuria. Manufacturers who are interested in this trade are instructed to write for information as to a possible agent in Autung, to the Bureau of Foreign and Domestic Commerce, Washington, D. C.

Theodore Kipp, recently with the Robin Hood Mills, Ltd., of Moose Jaw, Saskatchewan, Can., has organized the Theodore Kipp Company, to act as consulting engineers and erect cereal mills as well as handle special mill and grain elevator machines for Western Canada. The offices of the company are in the Union Trust Building, Winnipeg, Man.

We call the attention of our readers this month to the new advertisement in our columns of H. B. Sackett Screen & Chute Company, 1679 to 1693 Elston Ave., Chicago. This firm in its catalog No. 21, which will be mailed on request, presents some 64 pages of specialties for the grain and allied trades, including their popular truck shovel, car movers, bucket elevators, and detachable chain belts.

The Albert Dickinson Company, seed merchants of Chicago, with branch offices in all large cities, extended holiday greetings to its seed customers through the medium of a written expression and a desk calendar for 1914. The feature of the calendar was an embossed figure of a pine tree which represented the well known brand of Dickinson Pine Tree Timothy. There was also the statement that this brand is 99½ per cent pure.

The Hess Warming & Ventilating Company of Chicago made a recent record on a rapid shipment of a Hess Drier after the receipt of the order. The company received at 4 p. m. December 30 an inquiry from the Kenney Grain Company, of Kenney, Ill., asking how quickly a drier could be shipped to dry corn for January delivery. At 4:30 Mr. George Hess had the Kenney Grain Company on the phone, who asked that a man be sent at once to plan the arrangements for the drier's installation. The man arrived at Kenney at 3:45 on the morning of December 31 and at nine o'clock Mr. Hess again got the Kenney Grain Company on the phone and took the order for the drier, which left Chicago the same evening.

The Nordyke & Marmon Company of Indianapolis, Ind., writes us that a good many stories have been published in connection with recent labor troubles in Indianapolis which may have a tendency to leave an unfavorable impression in the minds of the public regarding Indianapolis. In the event that such an impression exists it sends us an article on the Indianapolis industrial condition which sets forth the true facts regarding the recent labor troubles in that city and the concerted action on the part of the merchants to enforce the right to conduct their business in a lawful manner. After the resignation of Mayor S. L. Shank and the entry to office of present Mayor Wallace, the strike trouble was of short duration. The business men of Indianapolis say: "The strike has been worth all it cost because it has brought all the business interests to an appreciation of the necessity for co-operative effort. An enlarged and broader Em-

ployers' Association is being formulated and the fight for the maintenance of the open shop in Indianapolis will continue. Indianapolis has always borne the reputation of being an open shop town, and it is quite evident that the spirit of the citizens means that this condition shall not be changed."

Two catalogs just received are not only excellent illustrations of the art of the printer but primarily set forth the art which is embodied in the construction of the Charter Gas Engine Company's gas and gasoline engines and the Charter type R oil engines. These are forms of power that have made the city of Sterling, Ill., the home of the Charter Company, famous. The catalogs are numbered 12 and 13 respectively. The first has to do with the Charter Type "R" oil engine, which is manufactured to meet the demands of power users requiring from 20 to 80 horsepower for their work. The Charter Type "R" is a distinct departure in the internal combustion engine line and is different from the standard Charter that has been on the market for the past twenty-five years. All of the eight sizes built are illustrated and it has been the experience of the manufacturers that the wide range of fuels permit economy in operation wherever these engines are located. Sectional views of the engine are also shown and testimonials from users who have found

them satisfactory after years of work. Catalog No. 13 treats of the Standard Charter, which is built in five sizes below 20 horsepower. It is fully illustrated and explains why the Charter Engine has had, and still maintains, a well deserved reputation for being exceedingly well built and one that affords honest and exceptional service. The catalogs will be mailed to anyone interested in reducing his power cost, or who desires an efficient engine producing power at low cost.

Sprout, Waldron & Co. of Muncy, Pa., inform us that there has been an unusually large demand from the milling and grain trades for their catalogs No. 111 and F 111. Each has to do with the "Monarch" lines of machinery and each is handsomely illustrated and attractively printed on heavy enamel paper with "Monarchisms" a plenty, or, in other words, reasons why the Monarch ball bearing machines are the kind the grain dealer or miller should install in his mill.

"A Unit Molded New Year's Wish" is the cheerful caption of the greeting the B. F. Goodrich Company, of Akron, Ohio, sent out to its friends in the tire business and on the newspapers. It reads: "Here's wishing you a unit molded New Year— May there be no layer-separations in it— May the fabric of its days be truly stretched and formed— May every moment be resilient as the livest rubber— May you have a Safety Tread that stops the skid before it starts— May your brake be made effective by the Safety Tread— May you find the year symmetrically rounded like a Goodrich Tire— May your only blow-outs be with your friends— May your New Year be best in the long run and your course be as smooth and enjoyable as though you rode all the way on Goodrich Tires."

## NEWS LETTERS

[Special Correspondence.]

## INDIANAPOLIS

BY F. J. MILLER.

In the ordinary course of events the movement of corn during the last two months would have been very heavy here, but the absence of any continued spell of cold weather has kept the crop from moving rapidly. However, the movement was steady up to about the first of January, since when it has been comparatively light. In spite of the weather the receipts recorded by the board of trade during the month of December were 153 cars more than for December, 1912.

The movement of wheat for the last month has been very light.

\* \* \*

Indiana millers and grain dealers will have their annual gatherings here in a few days. The Indiana Millers' Association will meet first, probably on January 20, in the Board of Trade building. The present officers are: Charles B. Jenkins, Noblesville, president; Carl Sims, Frankfort, vice-president; T. S. Blish, Seymour, treasurer, and Charles B. Riley, Indianapolis, acting secretary.

The Indiana Grain Dealers' Association will open its annual meeting with an entertainment on the evening of January 21, and will hold its business sessions on the 22nd. Charles A. Ashpaugh, of Frankfort, is president; H. H. Dean, of Bluffton, vice-president; Bert A. Boyd, Indianapolis, treasurer; and Charles B. Riley, Indianapolis, secretary. The Entertainment Committee appointed by the Indianapolis Board of Trade to work out a program with Mr. Riley, consists of Bert A. Boyd, Frank A. Witt and E. K. Shepperd.

One important question which the millers will take up is the use of Indiana flour by Indiana state institutions. This matter was brought up more than a year ago and data collected at that time showed that the state institutions were buying much of their flour in the Northwest, Southwest and other points outside the state. Inasmuch as Indiana flour is going outside of the state and competing successfully with the products of other states there, the Indiana men feel that their own state institutions, to the support of which they contribute, should give them at least an even chance. The agitation along this line in Ohio and other states has been watched, and it is expected that a

committee will bring the matter forcibly to the attention of the millers at the convention, with the idea of mapping out a plan by which to present arguments to the state officials concerned in the case.

Secretary Riley is getting out a circular for members of the Indiana Grain Dealers' Association, in which the corn grading standards recently promulgated by the government are explained and discussed. It is expected that the new grades will cause considerable confusion when they go into effect next July and establish a number four corn whose moisture content is just half of one per cent greater than the present moisture content of the number three, the standard commercial grade of corn. It is expected that Indiana dealers will at that time adopt the number four corn as the basis of trade and prices.

\* \* \*

The Farmers' Grain and Coal Company, recently organized at Frankton, has made an offer of \$6,500 for the elevator of the Frankton Elevator Company, but the owners are holding out for \$7,500. It is believed that a compromise will be effected, for the elevator would have a hard time to get enough business to run, after the farmers put their co-operative scheme into operation. The Farmers' company was recently incorporated with a capital stock of \$10,000. Officers chosen were: President, Benjamin F. Fesler; vice-president, C. E. Barracks; secretary, Harrison Wise; and treasurer, A. J. Folland. More than three hundred farmers who have become stockholders in the enterprise attended the meeting and dinner at which the formal organization was completed. The Business Men's Association of Frankton helped the plan along by furnishing the dinner.

\* \* \*

Charles Graft, proprietor of the City Mills of Winchester, has put in a new feed grinder and a new grain grinding machine. He has also added several new machines to the mill, and is putting in electric power and remodeling his elevator at Parker.

\* \* \*

The annual report of the Indianapolis Board of Trade, just issued, shows that the organization has played a prominent part in Indianapolis business and civic life during the past year. It appropriated \$2,038.42 for local undertakings, flood relief, entertainment of conventions, etc. Among the important



national meetings at which it was represented by delegates were those of the Chamber of Commerce of the United States, the National Conservation Congress, the Grain Dealers' National Association, the Farmers' Co-operative Association, the Central Freight Association. The publication of a daily grain bulletin, compiled and issued by the secretary of the board, William H. Howard, was begun. The grain inspection department inspected 29,413,300 bushels and 1,652 cars of hay, with an aggregate value of \$18,507,340. The board retired \$17,000 of its preferred stock, leaving outstanding \$120,000 of an original \$200,000. Fifty new members were elected and only twenty-one members lost, ten through death. The present officers are: President, Bert A. Boyd; vice-president, Adolph J. Meyer; treasurer, Tom Oddy; secretary, William H. Howard.

The cold weather has damaged some of the wheat crop in Daviess County. The mild weather caused wheat to grow rapidly and farmers turned their cattle on to graze on it. Some used mowers to prevent the crop from "jointing." Those who let their wheat "joint" lost considerable of it when the colder weather came.

The position of traffic manager has been created by the Indianapolis Board of Trade and R. R. Hargis, an expert traffic man, is occupying the place. The new office was created on the recommendation of the Railroad and Traffic Committee, which was formed several months ago to work to harmonize the railroad, commercial and industrial interests of the city, to collect full and accurate information regarding transportation charges and to take such other action as may seem expedient to protect manufacturers and shippers of the city against unfair discrimination.

The committee is composed of George H. Evans, chairman; John S. Lazarus, James M. Brafford, P. E. Johnson, A. D. Hitz, M. R. Maxwell, C. R. Lewis, H. C. Shepard and Joseph R. Cavanagh.

Mr. Hargis has had a number of years' experience with railroad and express companies and in the preparation of rate data for submission to the Interstate Commerce Commission and State Railroad Commissions. He left Yale University, where he was a student, in 1902, to enter the service of the Monon Railroad at Louisville. He advanced through various positions and became contracting agent and chief clerk, being sent to Atlanta as commercial agent in 1908. In 1911 he entered the service of the Louisville and Nashville Railroad Company and from there he went to Wells, Fargo & Co. He had recently been route agent for the Wisconsin division of this company. He is a son of Thomas F. Hargis, former chief justice of the Kentucky court of appeals.

Both Homer E. Johnson and his father, Levi L. Johnson, grain and hay dealers of Goshen, Ind., who were charged with using the mails to defraud, changed their pleas in the Federal court here recently and declared themselves guilty. Homer E. Johnson was fined \$500 and costs and Levi L. Johnson was fined \$200 and costs. According to the indictment Homer E. Johnson was charged with using the name of the Interstate Hay Company to buy and sell grain and hay. It was charged that he operated a legitimate grain business to build up confidence among his customers and later changed figures on invoices in order to defraud them. The charges against his father were much the same.

Grain men in southwestern Indiana declare that the acreage planted in wheat and corn in that part of the state will be 33 per cent larger this year than last year, and that the resulting crops will be from 25 to 50 per cent larger.

Probst and Krassebaum, dealers in feed, found it necessary to sue the city of Indianapolis to get their pay for straw furnished during the flood of last spring. The straw was ordered by the board of health to provide beds for refugees. The firm won its suit.

The grain firm of Jordan and Montgomery, 623 Board of Trade building, has dissolved, F. M. Montgomery having disposed of his interest. After a vacation of several weeks Mr. Montgomery will engage in the track grain business.

The Kirklin Grain Company of Kirklin, Ind., has increased its capital stock by \$15,000.

The first importation of corn to Indiana from Argentina is now being made by Bassett & Co., in the Board of Trade building. E. W. Bassett, the senior member of the firm, says the greater part of the corn now on the way has been contracted for. The shortage in the corn crop in this country created the demand for more corn and the new tariff bill, which removed the former duty of 20 cents a bushel, encouraged its importation. Sev-

eral million bushels are now either in seaboard ports or on their way from Buenos Aires, the South American city from which the shipments are made. The Argentine corn is more nearly round than the domestic product, and is more translucent. It is harder and keeps better, although it is not as high in starch values. This shortage of starch values, however, is almost offset by the amount of glucose it contains.

"Everything is favorable for the importation of the entire corn supply of Argentina," said Mr. Bassett. "Steamships have been provided for these shipments and are making good time to Atlantic coast and Gulf of Mexico ports."

Mr. Bassett also said the removal of the tariff on grains had permitted his company to import oats from Canada. These oats, he said, are much cheaper than the American oats, and are of a superior quality. It is the expectation of the Bassett company that it will continue its importations from these two countries during the shortage.

The annual meeting of the Indiana Corn Growers' Association was held at Purdue University, Lafayette, Ind., January 14, in connection with the annual farmers' short course at the agricultural department of the university. Several government experts were among the speakers.

[Special Correspondence.]

## CLEVELAND

BY JOHN D. RARIDAN.

After more than thirty-three years in business without a vacation, Lorin S. Sheets, 1795 Crawford Road, of the Sheets Bros. Elevator Company, Broadway and East 65th street, has retired and will take a trip to California.

L. S. Sheets and his brother, James Sheets, started in the grain and feed business near the location in which their present elevator stands. In the years since then the business has grown from a small store to a concern that now occupies two acres of land.

L. S. Sheets devoted a part of his activities to other enterprises. With George Canfield he introduced the first certified and modified milk in Cleveland, establishing the local Walker-Gordon Company, and started the certified dairy at Novelty. Mr. Sheets is also interested in the Canfield Oil Company, the Columbia Savings & Loan Company, The Canfield Realty Company, The South End Realty Company, and various other enterprises, including the Belle-Vernon-Mapes Company.

He retires from service at the age of 56 years. On New Year's Eve he was presented with a loving cup by the employees of the elevator company.

On account of the gradual shift in their business from Chicago to this district the Cleveland Grain Company, originally an Illinois Corporation with the offices in Cleveland, at 1202 Engineers' Building, applied for and received incorporation papers in Ohio, January 8, and increased their authorized capitalization to \$500,000. This company is lessor of an elevator in Cleveland on Stone's levee, at the Cincinnati slip and of others at different points in the lake region.

The offices of the company, however, disclaim any immediate intention of leasing or buying greater facilities, saying that the increased capital will be held in the treasury to take care of additional business as it comes to them. The company's business, its officers say, has already outstripped its facilities for handling, necessitating shifts to find storage for grain shipped in, so that immediate addition to elevator capacity will follow removal here.

No changes in the officers or directors of the company is contemplated with the increase of capitalization. The present officers are: Charles G. Watkins, president and treasurer; H. F. Lyman, vice-president; Albert W. Clarke, secretary.

The Citizens' Coal & Feed Company, now located on Broadway, recently purchased an acre and a half of land on East 131st street, on which a branch plant will be constructed. Temporary storage buildings will be erected at once, it is said, and next season coal sheds and a feed store will be built. It is the first branch established by the company. J. J. Sacha, secretary and treasurer of the company, stated that the concern expects to establish a big plant on the new lot and may add a line of builders' supplies to its stock.

J. W. Peffley, interested in the elevator at New Carlisle, Ohio, has purchased the Cox farm, situated on the National road, about two and one-half miles southeast of New Carlisle.

At the meeting of the Ohio Farmers' Grain Association held at Haskins recently, the following officers were elected: President, Fred J. Brand; vice-president, M. Heyman, Bellevue; secretary, J. F. Myers, Malinta. The meeting was

made interesting by some excellent addresses. H. C. Price, of the state agricultural commission of Columbus, and J. Buckingham of Bellevue, delivered lectures. The place of meeting for the 1914 session has not been set.

Charles Elliott of Jackson Center, Ohio, who purchased the elevator there a year ago, has retired from business.

The Cleveland Milling Company gave each employee of the local mill and traffic department a turkey as a Christmas gift.

P. J. Corwin, sixty-eight years of age, a grain dealer at Belle Center, Ohio, dropped dead in the street in an Odd Fellows' funeral procession recently. "I guess you are going a little too fast for me, boys," he exclaimed, just before he collapsed. Heart disease was given as the cause of Mr. Corwin's death.

[Special Correspondence.]

## BUFFALO

BY ELMER M. HILL.

Lying at anchor behind the Buffalo breakwater is one of the largest fleets of grain carriers ever assembled in any port in the world. Elevators along the Buffalo River and Blackwell Canal are filled with grain from the West and the Canadian Northwest. Many of the great steel vessels lying at the breakwater will not have their cargoes unloaded until after the opening of navigation in the spring of the year.

Only twice in the history of the great lakes have grain receipts at the port of Buffalo in any season been so heavy as they were in 1913, just brought to a close. During the season of navigation 192,445,440 bushels of grain arrived in Buffalo. The largest year prior to 1913 was 1898, the banner year in the grain trade, when 215,537,169 bushels of grain arrived in port, and in 1897 when 199,400,603 bushels were elevated in the Buffalo harbor.

Total receipts of grain, including flour as wheat, last season were 239,851,095 bushels, as compared with 1898, including flour as wheat, when total receipts were 261,603,688 bushels. Receipts of grain, not including flour as wheat, in 1912 were 144,983,044 bushels and including flour as wheat, the receipts were 182,906,809 bushels.

Fifty steamers and three wooden barges carrying winter storage cargoes of grain from ports on the upper lakes are lying at anchor behind the Buffalo breakwater and at wharves in the inner harbor. There is being held in winter storage 18,000,000 bushels of grain, according to the annual report of the Western Elevating Association, which is taken by grain interests as official.

This vast amount of grain for winter storage is approximately 3,000,000 bushels more than was held in bottom storage for the corresponding period of the season before. Less than 750,000 bushels of this grain is being unloaded weekly, as practically all of the local elevators have a good supply in their storage tanks for immediate use or shipment.

The great Washburn-Crosby mills have a vast amount of grain for use by them this winter. The company's storage tanks are filled to their capacity and several hundred thousand bushels of wheat are being held in bottom storage.

Wheat formed the bulk of the grain receipts last season. Statistics, compiled by the United States Customs, Marine Department, show that 114,129,472 bushels of wheat arrived as compared with 108,225,504 bushels in 1912 and 67,495,526 bushels in 1911. Receipts of corn last season were 18,960,144 bushels; oats, 20,517,487 bushels; barley, 17,455,487 bushels; rye, 1,076,243 bushels; flax, 20,306,718 bushels.

The receipts of flax were the heaviest ever recorded at the port of Buffalo. The receipts showed an increase of more than 6,000,000 bushels over the preceding year and almost 14,000,000 over the season of 1911.

The highest freight carrying charge on wheat between Chicago and Buffalo last season was 1½ cents, while the average rate throughout the season was 1.3 cents. This is a lower rate than was in force in either 1912 or 1911.

Word has been received by members of the Buffalo Corn Exchange, and officers of the Western Elevating Association, that nearly 300,000 bushels of Argentine corn arrived at the port of New York on January 8, and that millions of bushels more from the South American republic are under contract. The importations are the direct result of the removal of the duty on the staple under the recent tariff law. More than 1,000,000 bushels have been received in the United States since the tariff went into effect. The importations have already forced a decline in the cash value of corn. In a circular letter from a New York grain broker, received in Buffalo, it is stated that thirteen ships are either enroute to New York or are loading



with corn from Argentine. It is likewise stated that one large American manufacturing concern, which uses corn in the manufacture of syrups and kindred products, has 5,000,000 bushels from that country under contract for delivery. When the new Argentine corn crop is harvested the importations will increase, according to local trade authorities. The fact that hitherto practically no corn has ever been moved west has confronted the railroads with a new rate problem, as there is a movement on foot among the importers to have the present nominal rate for western shippers reduced.

It is stated on the Buffalo Corn Exchange that the recent sharp decline in corn price in Chicago and other grain centers has been prompted by a decline in the market at Buenos Ayres. Argentine corn in New York is at present selling four to five cents under the price at which Chicago shipments can be sold in that market.

\* \* \*

Buffalo elevator and grain men as well as those interested in the milling industry are pleased to learn that the officers and directors of the Fraternity of Operative Millers of America have decided to hold the nineteenth annual convention of that great organization in Buffalo during the first week in June. In connection with the convention there will be a millers' industrial exhibition in the great Broadway Auditorium and together the two will constitute one of the biggest conventions in Buffalo this year. An attendance of not less than 1,500 delegates and visitors from all parts of the country is expected. Working machinery will be set up in the Broadway Auditorium, demonstrating the newest and best elevator and milling machinery. It is expected that one or more complete flour-making plants will be included in the exhibition. F. J. Becker of Galveston, Texas, is president of the fraternity and the secretary is J. F. Mueller of Chicago, where permanent headquarters are maintained. Mr. Mueller came to Buffalo a few weeks ago to pass upon the facilities for handling the convention and after seeing the great Broadway Auditorium and the large number of hotels, he was impressed with the desirability of holding the next convention in this city. Tentative arrangements for the entertainment of the delegates and visitors are now being made by the Buffalo members of the fraternity.

\* \* \*

The New York State Farm Brokers' Association will hold its annual convention in Buffalo next March. The association is composed of real estate brokers who make a specialty of handling farms and studying agricultural opportunities. Their annual report shows that in the last few years New York state has produced annual crops of more than 4,814,000 tons of hay and 778,000 bushels of grain.

\* \* \*

The Lewis Grain Company is not affected by the voluntary petition in bankruptcy filed in United States court by Cyrus C. Lewis, the failure of whom was announced in this journal last month. Although Mr. Lewis is manager of the Lewis Grain Company, the statement filed covers an indebtedness of a business in which he was engaged two years ago. It is with pleasure that the Buffalo correspondent announces that the Lewis Grain Company is a sound concern and an eminently satisfactory customer of the Marine National Bank.

\* \* \*

A meeting of the Brotherhood of Threshermen of Livingston county, held in Mt. Morris recently, discussed the recent ruling of the state department of highways of New York state, which forbids the use of any traction engine, on state or county roads, weighing more than fourteen tons, and the using of smooth cleats on all engines less than fourteen tons, when they are driven on improved roads. Upon the unanimous vote of the gathering the organization refused to use cleats on the wheels of engines as it is considered very dangerous. A motion was also carried requesting the state legislature to adopt an amendment to the state highway law, whereby engines may be run over state roads and prohibiting any person from preventing the same.

Harry Kellogg of Nunda, secretary and treasurer of the State Brotherhood of Threshermen, presided over the meeting, and speakers included James Winter of Gilmore City, Iowa, a national organizer; and Uri Tracy, manager of the Frick Company of Rochester. These officers were elected for the coming year: President, I. W. Coykendall of Livonia; vice president, M. H. Spittal of York; secretary and treasurer, N. W. Cameron of Linwood; executive board, S. J. Linton of Groveland; M. H. Spittal of York and P. J. O'Connell of Lima.

\* \* \*

General regret is felt in Wyoming County over the departure of W. L. Markham who, for the last twelve months, has served the Wyoming County Farm Bureau as agent. Mr. Markham resigned late in December to accept the position of agent for the Erie County Farm Bureau. The Erie County bureau has already a fund of \$5,000 on hand to carry on the work and Mr. Markham will receive \$2,500 a

year and traveling expenses. No effort has yet been made to fill the vacancy. Mr. Markham will devote his entire time and attention to aid the farmers of Erie County to better their crops and aid them in raising more grains.

\* \* \*

According to the industrial directory just issued by the state Department of Labor at Albany, N. Y., there are 2,074 manufacturing establishments in Buffalo, affording employment, in both shop and office, to 690,099 workers. Of this number 1,180 are employed in the making of flour, feed and other cereal products.

\* \* \*

Three creditors have filed an involuntary petition in bankruptcy in United States district court in Buffalo against the Geneva Malting Company of Geneva, N. Y. The petitioning creditors and their claims are: The Laverack-Haines Company, \$283; Charles H. Sweeney of Geneva, \$205, and William P. Brennan of Geneva, \$45. Preferential payment and insolvency are alleged in the petition.

\* \* \*

Henry Farrar of Port Colborne has been awarded \$1,500 damages against the Maple Leaf Milling Company, of Welland, Ont., for injuries alleged to have been received while in the employ of that company. Negligence was charged by the plaintiff.

\* \* \*

An explosion of grain dust is given as the cause of a fire which did \$2,000 damage to the two-story frame building at 13 East Market street used as a grain drying plant by B. E. Weaver, dealer in flour and feed. Employees claim they heard a slight explosion and the flames immediately burst out in the cupola. The upper part of the building was destroyed. The loss is partly covered by insurance.

\* \* \*

Corn Day was observed in district school No. 5 in Pittsford, Pa., with a short programme. As the result of the judging of the exhibition of corn by the children, which was done by Wales Nye and Andrew Crate, two expert grainmen, two ears of corn were sent to the Cornell state university at Ithaca, N. Y., one of which was grown by George Barker and the other by John Harter.

\* \* \*

The Interstate Commerce Commission has awarded \$14 reparation to the Churchill Grain & Seed Company of Buffalo for damages due to the misrouting of a car of wheat from Clarence, Erie County, to Provincetown, Mass. The bill of lading instructed the carrier to ship via "W. S.-N. Y. C. & H. via Harlem." Instead of forwarding the shipment over the route designated by the shipper, it was routed via the West Shore to West Albany and via the Boston & Albany to South Framingham, to Provincetown, Mass.

\* \* \*

Former Justice Albert Haight of the Court of Appeals of New York state, who was appointed to investigate the merits of claims of victims and dependents of the disastrous Husted Mill explosion on June 24th, last, has heard all of the testimony and now he is reviewing the evidence and will soon make his report. The company has agreed to settle all claims for the total sum of \$93,000, which has already been deposited in a Buffalo bank. Thirty-three men were killed and 64 were injured in the explosion.

\* \* \*

Henry C. Tucker, grain and stock broker of Buffalo, has not yet paid the \$1,800 fine imposed upon him by Judge John R. Hazel in United States court for the western district of New York, for contempt of court in disregarding the injunction secured by the Chicago Board of Trade against him for using quotations of that board on grain and grain products. The injunction, as stated in this column last month, was granted by the court in Buffalo in January, 1906. The case has been in the courts for more than eight years.

\* \* \*

It is with regret that we announce the serious illness of Mr. Samuel E. Provost, one of the executive officials of H. D. Waters, grain merchants in the Chamber of Commerce building. Mr. Provost is in a Buffalo hospital. He lives at No. 530 Massachusetts Avenue.

\* \* \*

Real estate agents and several Canadian capitalists are said to be looking for a site for a new elevator along the Buffalo River near Seneca Street. The river is now being dredged to a minimum depth of twenty-three feet so as to accommodate the largest grain carriers. The need for a new elevator has already been demonstrated. Facilities for handling grain have been somewhat handicapped since the destruction by fire of the Erie Railroad elevator. It is hoped a new elevator will soon be constructed.

\* \* \*

At the annual banquet of the Buffalo Chamber of Commerce held at the Hotel Statler on Wednesday evening, January 7, Harvey D. Goulder of Cleveland spoke on the great growth of Buffalo as a grain receiving port. His lengthy address was en-

tirely along marine industrial lines. He told how the great lakes handle more tonnage in the course of nine months of navigation than many of the world's greatest ports including New York, Liverpool and other similar seaport cities.

\* \* \*

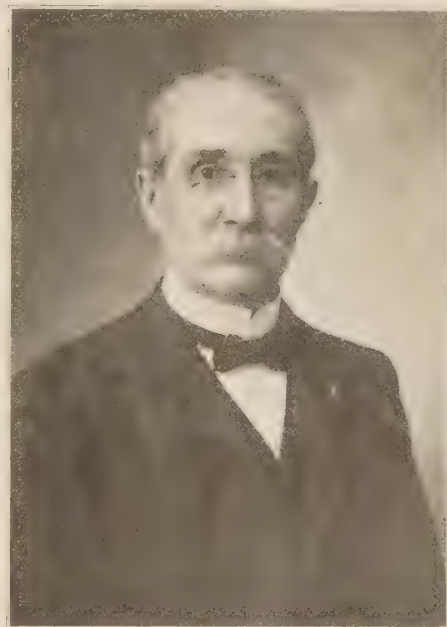
Dredging operations on the Erie basin will soon be started by contractors for the state. The basin will be dredged to a minimum depth of twenty-three feet to accommodate the largest lake freighters. Two concrete piers will be built out into the basin from the east side of the channel. Almost \$2,000,000 will be spent on the improvements.

[Special Correspondence.]

## PHILADELPHIA

BY E. R. SIEWERS.

It belongs to the grain men of this city that the matter of uniform grading of grain was vigorously proposed, and at the annual meeting of the Grain Dealers' National Association and the gathering of the Chief Grain Inspectors of the country, at Peoria, Illinois, on October 2, 1902, Captain John O. Foering, in a carefully prepared and exhaustive address which was published in full in the November issue of that year of the "American Elevator and



CAPTAIN JOHN O. FOERING  
Chief Grain Inspector, Philadelphia.

"Grain Trade," advocating in the strongest and most convincing terms the adoption of a uniform standardization of grain, before the U. S. Government takes the subject in hand "and secures a just and honest grading of grain that will be uniform throughout the United States." Captain Foering at that time had retired as chief grain inspector at Philadelphia, but was the President of the Chief Grain Inspectors' National Association. And, now, looking back over the years that have gone by since that representative gathering of the grain interests of the land, the salient portions of that lengthy address seem almost prophetic, since the Agricultural Department at Washington, D. C., has taken up and just announced its first movement in the line of Government standardization. Captain Foering has been re-called to his old position of chief grain inspector and now points with pride to his forty-six years' experience in grain lines. Known at home and abroad in every grain center, notwithstanding that he has passed the allotted age of the Psalmist, three score years and ten, he is today one of the most energetic and busiest men in the big Bourse Building, and is continually on the job with his assistants, among steamships, elevators, warehouses, and trackage car lots, of all manner of grain, sampling and testing and fixing grades and giving certificates of inspection at his official headquarters.

Captain John Oppell Foering is a native product of Philadelphia, where he was born August 10, 1843. At the age of 10 he was the honor boy in the Grammar School, and after a graduation later on, filled with distinction several important positions in mercantile life. He followed the bugle call when Fort Sumter was fired upon, joining Col. John W. Geary's fighting and marching 28th Pennsylvania Veteran Volunteers' Regiment, serving in the armies of the Potomac and Cumberland, a participant in all of the prominent battles of the rebellion and made a Captain by Major General Geary for continuous bravery on the field of action. In December, 1867, he was chosen superintendent of the Washington Street Elevator by the directors of the Philadelphia



Grain Warehousing and Drying Company, the lessees of that concern. Inspection of grain by regularly appointed inspectors was practically unknown at the time he assumed charge of that elevator. All grain was stored either by the classification of private inspectors, or principally by the elevator superintendent, and this gave him considerable experience as to the various kinds as well as the character and general keeping qualities of grain.

After ten years of successful service, he identified himself with the Commercial Exchange as an independent grain inspector, and has followed the grain trade, with a short intermission, ever since, and now is the official chief grain inspector of the Commercial Exchange Department, and is one of the best informed, most modest yet active men on the grain floor today, and has an international reputation as a high authority on grain, with an experience second to none, being a regular encyclopedia on the subject of grain.

Captain Foering is Chancellor-in-Chief of the military order of the Loyal Legion of the United States of America and a member of Meade Post No. 1, Grand Army of the Republic, and a member of the Union League. His home is at Wynnewood, one of the select and attractive suburbs of the city, where he has resided for years, surrounded by prominent city financiers, merchants and railroad dignitaries, who are among his nearest and most appreciative neighbors.

The port of Philadelphia as a receiving and export terminal for grain seems to have arisen Phoenix-like from the nominal business ashes of the past, and, with the closing of the year 1913 places on record, in figures that cannot be gainsaid or mistaken, the greatest wheat trade known in the history of the Commercial Exchange since its original organization in 1854 under the charter name of The Corn Exchange Association, fully sixty years ago. The receipts of wheat covering the year were 22,649,387 bushels. The next nearest entire year's wheat receipts were in 1879, which amounted to 20,079,600 bushels, and the best export trade in wheat during the past was in 1879, when 17,706,876 bushels went abroad from here. But that record is thrown into the shade by the 19,902,142 bushels of wheat that were shipped from Philadelphia to foreign lands in 1913. And it has been resolved by the handlers of grain here to make the coming year a banner one, with a still greater business total.

The 1,100,000-bushel modern steel and concrete Girard Point Elevator and its adjuncts will be in full operation by March 1, and by that time the Panama ship canal, uniting the Atlantic and Pacific Oceans, is expected to be in full blast as a wonderful trade channel of international scope.

Chairman S. L. McKnight of the Grain Committee has received from Washington an official list of corn grades standardization to go into effect on July 1.

The Commercial Exchange annual election for President, Vice President, Treasurer and Six Directors will take place on Tuesday, January 27, and all nominations are to be made January 17, ten days previous.

President Antonio Sans, who is serving out his second term, it is said, desires to retire and give his undivided attention to his shipping, brokerage and financial business. He has made one of the most popular and capable officials, keeping in view at all times the true interests of the Exchange and its membership.

Vice-President Louis Graff and former President James L. King are much in the lime light at present as the possible successors to head the organization.

The Bourse Building is receiving a general overhauling, with the painters and decorators on the job.

Watson W. Walton, the well known grain, feed and hay merchant, who started in the new year with a sail around the world, has been heard from in Bremen. His long tour will include India and the Orient.

Edwin C. Boileau, of 1912 North Thirty-second Street, who for years has been in charge of the telegraph booth of the Hancock Grain Company on the Commercial Exchange Grain floor, and who gained his election as Select Councilman on the Washington Party ticket and was awarded the certificate after a very close contest, was the recipient of a handsome floral testimonial by his many friends on 'Change.

There were only 425 barrels of flour more received here during 1913 than for the year previous.

In a complimentary way everybody posts the name of the other fellow on the nomination list for Di-

rector, but the withdrawals are always too numerous to mention, and at the wind up not a baker's dozen are left to stand the fire.

Evidently trade is dull just at present, for so say the grain men, the feed men, and flour and the hay men, and yet the most of them are doing business at the same old stand.

The new hay and straw rules as to grades and classifications, passed upon recently by the hay trade here, have been promulgated by Chairman Huey of the official Hay Committee, and they now include prairie hay and alfalfa hay.

Frank C. Reed has been chosen a member of the Commercial Exchange. He is well known in the provision trade.

[Special Correspondence.]

## KANSAS CITY

BY MURRAY E. CRAIN.

A. L. Ernst, of the Ernst-Davis Grain Company, was elected to the presidency of the Kansas City Board of Trade by a comfortable margin at the annual election on January 6. D. S. Piazzek of the Kemper Grain Company, and former second vice-



A. L. ERNST

President, Kansas City Board of Trade.

president, automatically became first vice-president, as provided by the constitution and by-laws of the Board of Trade. G. S. Carkener, of Goffe & Carkener, was elected second vice-president. Six directors were elected for terms of two years, as follows: E. O. Bragg, Diffenbaugh & Bragg; L. W. Bixler, Hall-Baker Grain Company; F. B. Godfrey, Simon-Shields Grain Company; B. L. Hargis, Hargis Grain Company; N. S. Shannon, Shannon Grain Company, and J. A. Theis, Neola Elevator Company. Six directors are holdovers, the same number retiring. The following men were elected as members of the Board of Arbitration: F. B. Clay, Clay Grain Company; Tracy L. Cockle, Rosenbaum Grain Company; W. G. Hoover, Norris Grain Company; H. J. Smith, Lonsdale Grain Company, and E. A. Talpey, Talpey Grain Company.

A. L. Ernst, the new president of the Board of Trade, has been a conspicuous figure in Kansas City grain circles for more than twenty years. Mr. Ernst was born in Kendallville, Ind., in 1860. Since that time he has demonstrated that all of Indiana's great men are not authors. Mr. Ernst came to Kansas City in 1888, and became identified with the grain trade two years later. In 1891, he joined the Olson-Ernst Grain Company. The senior member died in 1896 and the A. L. Ernst Grain Company was formed, with Mr. Ernst in the leading role. George H. Davis was taken into the company in 1901, the style being changed to the Ernst-Davis Grain Company. Mr. Ernst's administration promises to be one of attainments, and members of the Board of Trade are expecting much from their new head. He succeeds R. J. Thresher, of the Thresher-Fuller Grain Company, as president of the Board of Trade.

January has seen some improvement in the grain trade in Kansas City, though reports are to the effect that a good deal of grain is still being held

by the growers. Stocks on hand are somewhat lighter than a month ago, though the decrease is coming slowly. At the end of 1913, stocks were reported as 7,800,000, while a week later they were 7,750,000 bushels, giving some indication of the gradual outward movement. Export business has been noticeable chiefly by its absence. The domestic cash market also has been weak. Prospects for 1914 crops are excellent, the weather having been generally favorable. At the same time, grain men will wait for a while longer before growing too optimistic over the outlook. Crops looked good during the past year until summer arrived. However, a repetition of the drought of 1913 is not probable, and a big yield is in line.

The new Board of Directors held a meeting on January 13 and appointed the usual committees, and also re-elected E. S. Bigelow secretary. The election of a treasurer was postponed.

The Board of Trade recently decided to remain in the building at Eighth and Wyandotte, now utilized, for at least four more years. The organization has the privilege of renewing the contract for an additional five years, should it so desire. Satisfactory arrangements have been made whereby the Board of Trade will receive a bonus for signing the agreement. This settlement of the problem disposes of numerous rumors that the Board of Trade would occupy new quarters within the next year. Various buildings have been mentioned in connection with the reports, and for a time, there seemed to be some likelihood that the Lathrop building at Tenth and Grand, would be selected. The present quarters, however, are generally satisfactory and as stated, will be retained for at least four years. The individual tenants will continue to lease as such, the Board of Trade having no connection with this feature.

Despite the fact that 1913 did not prove a banner one for agriculturists, the Kansas City Board of Trade did a big business during that period, according to a report recently issued. During 1913, the Board of Trade handled 69,000,000 bushels of grain, compared with 72,991,900 in 1912. Considering the unfavorable conditions of the past year, officers of the Board believed this record excellent. The 69,000,000 bushels handled were divided as follows: Wheat, 33,942,000; corn, 22,237,500, and oats, 10,000,000. The remainder was made up of rye and barley. Incidentally, it might be said that the Board of Trade Inspection and Sampling Bureau, under the personal supervision of A. R. Ware, has had the biggest year since its birth, and began 1914 with gratifying prospects. The service offered by the Board of Trade has been generally high grade, statements from certain quarters to the contrary notwithstanding, and Mr. Ware's department began the new year with extended facilities and the record of a successful past.

Grain men of Kansas City are deeply interested in plans aiming at water transportation between Kansas City and Chicago. The new line has been made possible through an agreement between the Kansas City, Missouri River Navigation Company, of Kansas City, and the Chicago, St. Louis & Gulf Transportation Company of Chicago. The Government already has expended big sums in making the Missouri river navigable between Kansas City and St. Louis, and will sink more into the project, it has been announced. It is believed that the plan is entirely feasible and that it will eventually be worked out satisfactorily. Freight would be transferred at St. Louis, under the proposed route. The drainage canal at La Salle, Ill., would be utilized by barges from Chicago. The saving in freight rates would amount to about 25 per cent, it is said. The new route may be put into use next spring.

George A. Aylsworth, of the Aylsworth-Neal-Tomlin Grain Company, is out to change the government of Kansas City, while the grain trade is looking the other way. Mr. Aylsworth acted as temporary chairman of meetings held recently to discuss the city rule under the present administration. Whether the non-partisan meetings will develop into a movement for commission form of government it is not yet absolutely certain. With that system of running cities past the embryonic stage, however, it would cause no surprise to see Kansas City methods changed within the next year or two, or possibly at the municipal election in the coming spring. A good many other grain men have come out for commission government.

Two cases to which a good deal of importance is attached will be heard in Kansas City in the near future. A transit case in which the Frisco is involved will come up on January 19. The railroad has withdrawn its minimum transit privileges, and the hearing will decide whether or not it shall restore them. On January 26, the Memphis, Tenn., rate case will be heard. It involves grain rates



from Missouri points to Memphis and will, if favorably decided, give Kansas City an opportunity to compete on an equal basis with Omaha.

\* \* \*

The Kansas Inspection Bureau at Kansas City, Kan., is not enriching the state exchequer to any noticeable extent. The bureau has been operated at a loss for some time past, and indications have not pointed to a change. November receipts for that department, for instance, were \$9.39, the expense being \$90.

\* \* \*

Though E. W. Shields, of the Simonds-Shields Grain Company, is taking life easy somewhere on the other side of the ocean, the grain man finds time to transact a little business occasionally. Mr. Shields recently cabled his representatives in Kansas City to close a deal for a piece of property at Twenty-first Street and Grand Avenue, the consideration being \$50,000. The new union depot, erected at a cost of some million dollars, will be put into commission in the near future, hence the value of property on Grand Avenue, near which the station is located.

\* \* \*

Though the 1914 meeting of the Grain Dealers' National Association is yet some months off, Kansas City grain men already are laying a few plans for the October convention. The meeting will be rich in both entertainment and business features, and it is hoped that the Kansas City meeting will be so profitable that the National organization will come again soon.

\* \* \*

C. W. Lonsdale, of the grain company of that name, was re-elected to the presidency of the Grain Clearing Company at the organization meeting of directors, following the annual election. Mr. Lonsdale's selection was rather expected, as his executive ability has stood the organization in good stead. F. G. Crowell, of the Hall-Baker Grain Company, was the choice for first vice-president and G. W. Hinsen, of the Hinsen Grain Company, was made second vice-president. W. B. Lathrop, of the Peirson-Lathrop Grain Company, was re-elected secretary and E. O. Bragg, of Diffenbaugh & Bragg, was made treasurer. George G. Lee was re-appointed manager. Mr. Lee has held that position since May 1904, and therefore will have completed his tenth year with the Grain Clearing Company in a few more months. The annual meeting resulted in the election of E. O. Bragg, F. G. Crowell and G. W. Hinsen to the directorate, C. W. Lonsdale and W. B. Lathrop being holdovers.

[Special Correspondence.]

## MILWAUKEE

BY C. O. SKINROOD.

The first car of grain was put into the new elevator of P. C. Kamm & Co., January 6—a load of No. 1 Wisconsin rye. The new plant has a capacity of 250,000 bushels, is built of concrete, and is modern in every respect.

\* \* \*

H. M. Stratton says the trade in millstuffs and other grains at Milwaukee is unsatisfactory because of the very unseasonable weather in the months of December and January to date. Farmers of Wisconsin have an abundance of feed and only a fraction of the usual supplies are required to keep livestock in condition.

\* \* \*

The Milwaukee Chamber of Commerce co-operated with the Merchants and Manufacturers' Association in bringing to Milwaukee President Harry A. Wheeler, of Chicago, president of the Chamber of Commerce of the United States, to lecture on the currency law at the Auditorium, January 8. President Wheeler aroused enthusiasm among the hundreds of business men who heard the lecture. The methods and advantages of the Chamber of Commerce of the United States were explained by Mr. Wheeler and an appeal made for new members.

\* \* \*

Archie McFayden, the veteran doorkeeper of the Milwaukee Chamber of Commerce, has stood guard at the entrance to the main chamber for decades and has been connected with the Chamber for forty-six years. Presidents and secretaries have come and gone, but the venerable and genial Mr. McFayden goes on and on. There is not a face nor a name among the hundreds of men who frequent the Chamber every day, that is not known like an open book to Mr. McFayden. He has hosts of friends.

\* \* \*

Milwaukee grain receipts in 1913 were no less than 60,000,000 bushels. This was practically 8,000,000 bushels more than has ever been received here in any single year. The present trade compares to 38,000,000 bushels ten years ago, or something like half the trade at the present time. One striking point noted in the Milwaukee trade for past year was the fact that only 10 per cent of the shipments of grain from this city were by lake, compared to 35 per cent in 1908. Secretary Plumb

asserts that this relative decline in the shipments by lake east from Milwaukee is due to the fact that railroad competition from the end of the lake trip to the Eastern seaboard has been smothered. He says that the rates are made on an all-rail basis through the influence of the railroads who want to get the Eastern grain traffic. The entire subject of lake-rail rates will be brought before the Interstate Commerce Commission sometime during the year of 1914, according to the present plans of the Milwaukee Chamber.

Milwaukee had a phenomenal run of corn in the last few weeks with shipments of hundreds of cars every day for weeks. Ten years ago Milwaukee handled only about 2,000,000 bushels of corn a year. For the past year more than 12,000,000 bushels were handled. For some time the Milwaukee market was on a relatively higher price basis for corn than other markets of the Middle West, and this helped to attract shipments.

The shipments of rye and barley to Milwaukee during 1913 substantiate the claim, according to members of the Milwaukee Chamber, that this city is the greatest rye and barley market in the world. The malting plants manufactured about 16,000 bushels of product in Milwaukee during 1913. This city consumes barley in large quantities and this has made Milwaukee a strong market. This city is also contiguous to the great rye fields of Wisconsin and Minnesota, and Milwaukee is the most convenient market, apparently, for this commodity. Flour output of Milwaukee in 1913 declined because one of the mills here burned in 1912.

\* \* \*

There is constant discussion in Milwaukee among grain men that the city is sorely in need of more elevator room. With grain trade expanding at a tremendous rate, more room is imperative. Grain men assert that the building of such elevators here would give a most excellent return on the capital. The strong interest in the subject practically assures that something will be done in the line of elevator building before long.

\* \* \*

At the closing of the year, December 31, at 1:15 p. m., the grain men of Milwaukee threw off their dignity and put on an old time minstrel show by members. Frank Rice, Chicago, one of the old-timers of Milwaukee, came back to act as the star attraction of the show which revived a program produced in 1898. Many of the Milwaukee men have assumed extensive additions of avoirdupois since the famous home talent program was put on nearly sixteen years ago and others have acquired gray heads, but the vim and ginger in the show failed to produce any evidences of senility. The St. Vitus Shuffle, the Bacon corn-fed male quartet, and songs of the time of Rameses and the tango of 1898 were among the features.

\* \* \*

H. E. Kreuger, of Beaven Dam, Wis., professional grain grower, has shipped 250 bushels of seed grain to Rhodesia in British South Africa.

\* \* \*

Three farmers of Wisconsin have made as profits on pure bred seeds this year \$10,250, \$27,600 and \$36,000, respectively. The grains were shipped to all quarters of the globe. The activity of the College of Agriculture at Madison, Wis., in developing new seeds has given a great impetus to the business of seed growing in this state, and some of the scientific farmers are making fortunes out of the business.

\* \* \*

A. W. Friese, who was a commercial editor of one of the Milwaukee newspapers for years, and who has published the *Daily Commercial Letter* for the use of grain men for a long time, died after a short illness. He has been a familiar figure on the floor for many years and his quotations and list of grain sales were noted for their accuracy. His son, F. W. Friese, who has been working on the commercial end of Chicago newspapers, has taken over the business of publishing the *Daily Commercial Letter*, and he will enlarge it to a four-page daily beginning February 1.

\* \* \*

The Chamber of Commerce has fixed 6 per cent as the rate on advances for the month of January.

The Chamber voted overwhelmingly to charge the regular commissions on all trades in which the shipment is taken out of the hands of the consignee by the consignor before the sale is made. This will not prevent a Milwaukee grain commission man from taking a shipment of grain and sending it on to Chicago in the hope of getting a price, and in such instances the commission will not be doubled. Only when the consignor takes the grain away from the original consignee, will the new commission rule prevail.

\* \* \*

Team track storage charges at Milwaukee, which have been added to regular demurrage charges, were discontinued January 1 at the solicitation of George A. Schroeder, manager of the Milwaukee Chamber Traffic Bureau. The charge was \$1 a car for de-

murrage and \$2 a car for team track storage, which in effect tripled demurrage charges. The rule caused so much friction that railroad officials decided to drop it.

\* \* \*

Paul Koschnick, 20 years old, Fond du Lac, Wis., is declared the champion corn grower of the state by Prof. C. P. Norgord, State University. He raised 133 bushels and 29 pounds of corn on one acre.

\* \* \*

The Chamber of Commerce has sent to Madison, Wis., a new silver cup to be awarded as the prize for the best pedigreed sample of rye exhibited at the annual meeting of the Wisconsin Experiment Association in January. The rye cup must be won by the same exhibitor two years in succession and it went last year to N. R. Raessler, Beloit, Wis. This necessitated replacing the rye cup. Five cups are kept regularly for this exhibit, one each for rye, wheat, oats, barley and corn. Last year, Mr. Raessler won the prize for corn, oats, wheat and rye, indicating remarkable superiority in the raising of grain of many kinds.

[Special Correspondence.]

## CINCINNATI

BY JOHN S. DOBBS.

The Cincinnati Chamber of Commerce is on the eve of one of the most exciting elections in its history. The grain trade succeeded in getting one of their candidates, H. M. Brouse, on both tickets, and he is certain to be the next secretary. The other grain trade representative for director on the "Red Ticket" and his friends are anxiously awaiting the results of the election, which will be held on Wednesday, January 14.

\* \* \*

The hay warehouse of Whitcomb & Root, located on the Big Four Road, was totally destroyed by fire on January 6, and the contents, about 100 tons of hay, were consumed. It is understood that the warehouse and contents were fully covered by insurance and the firm of Whitcomb & Root intend to rebuild at once.

\* \* \*

Some few months ago the Board of Directors of the Chamber of Commerce found it necessary to suspend Barney Bunke because of his failure to abide by the decision of the Arbitration Committee, but he was reinstated this week when the Board learned that he had made full settlement in accordance with the decision of the committee, which was rendered some time ago.

\* \* \*

Harry Niemeyer, formerly with the Stafford Grain Company, is now connected with the Fitzgerald Bros. Company.

\* \* \*

The work of remodeling the local elevator of the Cleveland Grain Company, is rapidly nearing completion, and by February it is expected that the new dryer, which is of large capacity, will be ready for business.

[Special Report.]

## CHICAGO BARLEY MARKET

BY MOSES ROTHSCHILD.

The barley market for the past thirty days has been in a rather quiescent condition; receipts have been running very moderate, which was fortunate from the sellers' point of view, as requirements of the buyers were not of any urgent volume.

The trade fully understands that maltsters have been carrying heavy stocks of barley and malt,—in most instances storage capacity being utilized to the maximum, so that it really has been fortunate that receipts for some time past were of such light volume.

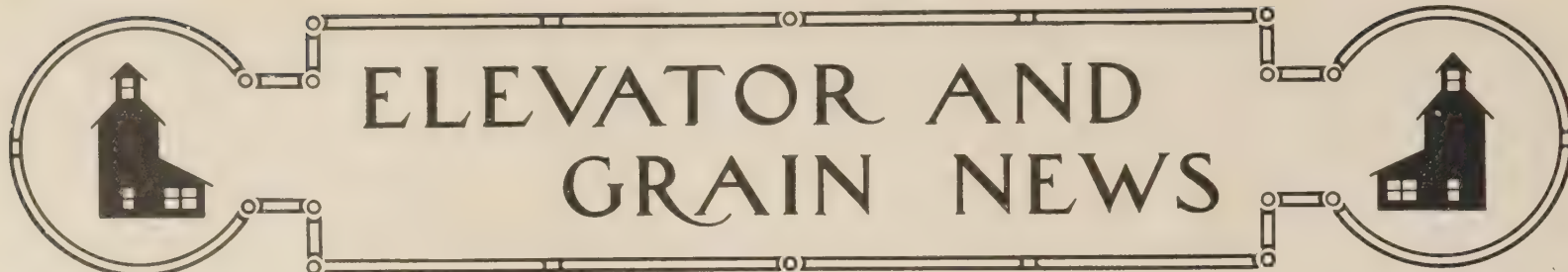
While market reports really have not given any indication of it in the last week or so, there has been an improvement in the price of some of the lower grades of barley of from 2 to 3 cents per bushel by reason of better demand and continued light receipts. Today, January 14, for the first time—an advance of one cent per bushel was really apparent, which seems to indicate considerable improvement in the general condition.

Brewers are we think, taking malt more liberally, which gives the maltster more room and additional funds. There also seems to be some little better demand for malt. From now on, therefore, it seems to be merely a question of receipts. If they continue moderate, we will probably see some additional improvement in the situation.

One thing, however, that shippers must bear in mind this season is the general relation of barley prices to that of corn and oats, particularly.

The malt market is not in satisfactory shape from maltsters' viewpoint, but, regardless of that, they of course, must buy barley when they sell malt. However, they do fight any advance just as hard as possible.





## SOUTHERN AND SOUTHWESTERN

Demo & Co. have engaged in the grain business at Prague, Okla.

It is reported that elevators will be erected at Grove and Dodge, Texas.

H. G. Foster is said to contemplate the erection of a mill and elevator at Stonewall, Okla.

The Amarillo Mill and Elevator Company of Austin, Texas, has filed proof of final payment.

A grain and feed storage warehouse has been completed at Houston, Texas, for Lamkin & McElroy.

The Bennett-Sims Mill and Elevator Company, of Clarendon, Texas, is building an addition to its elevator.

Proof of final payment has been filed by the Farmers' and Merchants' Cotton and Grain Company of Frisco, Texas.

J. E. Hill has sold to J. C. Moore, of Nashville, Tenn., the grain exchange at Adams, Tenn. Mr. Moore will enlarge the building and conduct the business on a larger scale.

The Newnan Elevator and Feed Company has been incorporated at Newnan, Ga., with a capital stock of \$10,000. The incorporators are A. W. Powers, B. T. Thompson, T. B. McRitchie, Mike Powell, H. C. Glover, B. S. Orr and L. B. Mann.

Robinson Brothers, grain dealers, are planning to rebuild their warehouse which recently burned at Shreveport, La. It is probable that a sheet iron building will be erected on the site of the old building and a brick building and grain elevator, costing about \$25,000, will also be constructed if the plans of the firm materialize.

The Cunningham Commission Company of Little Rock, Ark., whose plant was recently destroyed by fire, will build a 50,000-bushel elevator and three warehouses. An additional fireproof warehouse, 60x150 feet in size, may also be erected. The cereal and feed department will have a capacity of 10,000 sacks of chops, 350 barrels of corn meal and 4,000 sacks of feed.

## ILLINOIS

The old Heiple Elevator at Washington, Ill., has been torn down.

A new elevator will be erected at Hull, Ill., by Bradshaw Brothers.

The Rio Grain Company, of Rio, Ill., has built a coal bin, 12x32 feet in size.

The Smith-Hippen Company has completed a 60-foot corn crib at Parkland, Ill.

Geo. A. DeLong has installed a new kerosene engine in his elevator at Osman, Ill.

John Reardon will improve the elevating and conveying equipment in his elevator at Osman, Ill.

Herron Brothers, of Milford, Ill., have taken over the Grobe Elevator at Bryce (R. F. D. from Milford).

It is stated that the Farmers' Elevator Company of Literberry, Ill., has declared a dividend of six per cent.

The Farmers' Square Deal Grain Company has completed its new reinforced concrete elevator at Morris, Ill.

The Ed. Mezger Company has purchased the elevator of the Farmers' Elevator Company at Alexis, Ill., for \$3,500.

The Manhattan Farmers' Grain Company, at Manhattan, Ill., has increased its capital stock from \$10,000 to \$25,000.

A 35-horsepower motor has been installed in the elevator of Dippold Brothers at Edwardsville, Ill., supplanting the former steam equipment.

The Truby Company, recently incorporated at Joliet, Ill., has taken over the old elevator of the defunct Truby Grain Company. Henry T. Truby will act as manager.

The City Coal and Grain Company has been incorporated at Johnston City, Ill., with a capital stock of \$10,000. The incorporators are Ed. Duncan, Arch Willard and L. D. Hobbs.

Preparations are under way for the building of 24 concrete cylindrical grain tanks at Alton, Ill., for the Stanard-Tilton Milling Company. Each will be 15 feet 8 inches in diameter and 70 feet high. The

new plant will replace the former frame structure destroyed by fire several months ago.

The elevator of F. M. Hubbard at Mason City, Ill., has been taken over by J. A. McCreery & Son.

A brick power house will be erected in connection with the new elevator of James Walsh at Piper City, Ill.

The business and offices of the late James M. Quinn at Peoria, Ill., will be taken over by Geo. W. Cole, who will retain Theodore O. Jacobs as manager and Joe Purst as assistant manager.

A 20,000-bushel elevator will be erected at Hubely, Ill., on the new extension of the Chicago & North Western Railway, by J. A. McCreery & Son of Mason City, Ill. The house will be operated by electricity.

Owing to the building of a new Chicago, Burlington & Quincy station at Kewanee, Ill., C. A. Wylie will remove his elevator to another site. With the removal of the house he plans a number of improvements and may install a mill.

Mayor Wood of Cairo, Ill., interviewed the Rivers and Lakes Commission at Springfield, Ill., last month relative to the extension of the reinforced concrete wall on the Ohio River side so as to include within the wall the Halliday Elevator.

## IOWA

A. W. Randall has completed his new elevator at Conrad, Iowa.

John Brandon has constructed an elevator at Woodbine, Iowa.

Roger Brothers have entered the grain business at New Market, Iowa.

The elevator at Glenwood, Iowa, has been purchased by C. R. Shields.

Gilchrist & Co., of Bode, Iowa, have taken down the addition to their elevator.

C. M. Good has repaired his elevator at Ida Grove, Iowa, and installed a new scale.

The Thorpe Elevator Company has closed its house at Hinton, Iowa, for the season.

The Kunz Grain Company has completed its new 20,000-bushel elevator at Lu Verne, Iowa.

D. D. Garberson & Co. have sold their grain and coal business at Allendorf, Iowa, to S. I. Bradick.

G. H. Pitcher is building an elevator at Delaware, Iowa, on the Chicago, Milwaukee & St. Paul Railway.

Boren Brothers, of Omaha, Neb., have purchased the elevator business of E. L. Donner at Malvern, Iowa.

C. H. Burlingame has succeeded F. G. Behling, grain merchant at Napier (R. F. D. from Kelly), Iowa.

A. J. Graham, of Carnarvon, Iowa, has installed a loading spout, an automatic scale and engine in his elevator.

The Farmers' Elevator Company at Churdan, Iowa, has repainted its house and put in a new 10-horsepower engine.

Schmertman & Ontjes have been succeeded by the Eleanor Grain Company at Eleanor (R. F. D. from Parkersburg), Iowa.

Burke Brothers & Marn have purchased the elevator of the Neola Elevator Company at Ute, Iowa, and plan extensive improvements.

The Farmers' Elevator Company has completed its new house at Minburn, Iowa, and celebrated its opening with a dinner and program.

Robbers blew the safe in the office of the Libertyville Elevator Company at Libertyville, Iowa, last month and escaped with a quantity of postage stamps.

A 15,000-bushel elevator will be erected at Roelyn (R. F. D. from Moorland), Iowa, by the Farmers' Elevator Company to replace the house destroyed by fire last fall.

The Farmers' Elevator Company, of Rands (R. F. D. from Rockwell City), Iowa, has remodeled its elevator and installed a Fairbanks Automatic Scale and new spouting.

Johnson & Lundahl have materially improved their elevator at Madrid, Iowa, and installed a Western Sheller and cleaning equipment with a capacity of 1,000 bushels hourly. A 25-horsepower motor is also a feature of the new equipment, and

the firm has raised the cupola of the elevator building to provide space for a part of the new machinery.

B. P. Greenfield has purchased a half interest in the elevator at Hubbard, Iowa. Mr. Greenfield was formerly employed in the Wright & McWhinney Elevator at Minburn, Iowa.

The Quaker Oats Company has purchased five elevators from the Western Elevator Company. The houses are located at Kamrar, Renwick, Richards, Stanhope and near Renwick.

A new Fairbanks-Morse Wagon Scale has been installed in the elevator of the D. Milligan Company at Farlin, Iowa. The company contemplates the erection of a 10,000-bushel addition to its house.

Wright & McWhinney have sold their elevator at Earling, Iowa, to William Loeltz of Dedham, Iowa, and Joe Loeltz of Templeton, Iowa. The consideration was \$7,500 and the new owners took possession on January 1.

The S. E. Wainwright Grain Company has completed a new elevator at Lenox, Iowa, its former house having burned last August. The building is 40x43 feet on the ground and contains 17 bins having a capacity of 60,000 bushels. The equipment includes grain cleaning equipment having a capacity of 2,000 bushels hourly, a manlift, automatic scale, a 20-horsepower gas engine, and a 15-horsepower electric motor. A 5,000-gallon tank is located in the cupola with pipes extending to the basement, to be used in case of fire. A 3,500-bushel corn crib, equipped with dump and sheller, and a grain house, 20x50 feet in size, are also features of the new plant.

## MINNESOTA AND WISCONSIN

Niebuhr & Son will build an elevator at Fall Creek, Wis.

H. A. Quast & Co., of Wheaton, Minn., have installed a corn sheller.

The Herman Market Company, of Herman, Minn., constructed a 20,000 bushel corn crib.

An addition has been constructed to the elevator of C. W. Cheney & Co., at Eau Claire, Wis.

J. H. Isensee has taken over the elevator at Lake City, Minn., formerly operated by W. R. McConochie.

Farmers in the vicinity of Green Isle, Minn., have incorporated for the purpose of conducting a farmers' elevator.

The Milwaukee Elevator Company, of Oconomowoc, Wis., has replaced its electric motor with a Fairbanks-Morse Oil Engine.

The Pantzer Lumber Company, of Cedar Grove, Wis., has taken over the elevator of De Masters & Groedert Brothers, and it will be used for a store room.

The elevator and mill at Morgan, Minn., have been extensively improved. A new corn crib was constructed and a grain cleaner installed in addition to other new features.

The Oostburg Lumber and Grain Company, of Oostburg, Wis., has dismantled the flour milling equipment in its plant and sold it to W. W. Andrews, of Manhattan, Kan.

The Park Rapids Milling and Elevator Company of Park Rapids, Minn., has made a division in its business, part of the company taking over the line of elevators and the other part the milling feature.

The Farmers' Elevator Company at Breckenridge, Minn., has leased a site from the Great Northern Railway, on which it will erect an elevator early this spring. Later, it plans to erect and operate a potato warehouse.

The Electric Steel Elevator Company, of Minneapolis, Minn., is completing its five new steel tanks, which will have a total capacity of 625,000 bushels. The Minneapolis Steel and Machinery Company, of Minneapolis, had the contract.

Five steel tanks of 100,000 bushels' capacity each have been completed at Minneapolis, Minn., for the Crescent Elevator Company, the new structures forming an addition to its Elevator "H." The Minneapolis Steel and Machinery Company, of Minneapolis, had the contract.

A 30,000-bushel ironclad elevator has been erected at Hampton, Minn., by the Farmers' Elevator Company to replace the house destroyed by fire last September. The equipment includes a six-ton dump



scale, a 100-bushel hopper scale, two legs, a manlift and a 15-horsepower Fairbanks engine.

Fred Ryan, proprietor of the East Elevator at Hastland, Wis., has sold his feed-grinding equipment.

## EASTERN

O. H. Hale is completing his new elevator at Norwich, N. Y.

Arthur Curtis will build a new grain and bean elevator at Ransomville, N. Y.

The new elevator of the Flory Milling Company at Bangor, Pa., is nearly complete.

J. P. Martin, of Reading, Pa., is preparing plans for the erection of an elevator and warehouse.

The Hess Warming and Ventilating Company, of Chicago, has shipped a Hess Drier to Meech & Stoddard at Middleton, Conn.

The Byron Produce Company of Byron, N. Y., is building an elevator containing 15 bins, each having a capacity of 1,000 bushels.

The elevator and feed business at Potsdam, N. Y., formerly operated by the late F. H. Baldwin, has been taken over by H. W. Fearl.

Wagamon Brothers of Milton, Del., have torn down the old steam flour mill in connection with their plant and it will be reconstructed for use as a grain house.

The Empire Farm Products Corporation has been incorporated at New York City, with a capital stock of \$742,000, to deal in grain, etc. The incorporators are G. Goldmark, P. Steels and F. White.

The grain business at Batavia, N. Y., which has been conducted by G. W. Hickox, who died last month, will be continued under the name of G. W. Hickox & Son, by Mrs. Sarah B. Hickox, Mrs. Ethel Hickox Pollard and E. Dean Hickox.

Taylor, Joergens & Co., of Jersey City, N. J., have been incorporated with a capital stock of \$125,000, to deal in grain, hay, etc. The incorporators are R. L. D. Taylor, of New York, and A. O. Joergens and J. M. Joergens, of Jersey City.

The grain firm of Brooke & Pennock, Philadelphia, Pa., was dissolved on January 1, owing to the recent death of Hunter Brooke. The business of the firm will be continued by E. Eldridge Pennock under the firm name of Pennock & Co.

A firm whose name has not been made known has been seeking to secure possession of city property at Erie, Pa., on which it is said to contemplate the erection of a \$250,000 elevator. Secretary Jacob Umnitz of the Erie Chamber of Commerce recently presented the matter to the City Council of Erie.

It is reported that the Western Maryland Railroad contemplates the erection of a large grain elevator, with the necessary power plant and other improvements at its Port Covington piers, Baltimore, Md. It has been estimated that approximately \$2,000,000 will be expended on improvements, and it is the intention of the company to make the elevator one of the most up-to-date on the Atlantic seaboard.

## THE DAKOTAS

Oscarson & Dahl, of White Rock, S. D., may erect an elevator next summer.

S. M. Brann has built a steel-clad elevator at Market, near Springfield, S. D.

The Burt Equity Exchange, of Burt, N. D., has leased the elevator of David Coutts.

Stock is being subscribed for a proposed farmers' elevator company at Jamestown, N. D.

A frame elevator will be constructed at Golden Valley, N. D., by the Farmers' Elevator Company.

An elevator has been completed at New Effington (R. F. D. from Effington), S. D., for Bredvils & Bioto.

The Farmers' Elevator Company recently incorporated at Brera, near Valley City, N. D., will build an elevator.

The Knox Grain Company has purchased the Andrus Elevator at Glover, N. D. This firm also owns houses at Oakes and Ludden, N. D.

It is reported that elevator companies have been formed at Lanona (R. F. D. from Valley City), and Cuba, N. D., and will build elevators.

The Farmers' Co-operative Elevator Company has been incorporated at Rawson, N. D., with a capital stock of \$15,000. L. P. Clark is president.

J. H. Dvorak and Frank Karnick are said to be interested in the formation of a new company to take over the Farmers' Elevator at Voss, N. D.

The Co-operative Grain Company has been organized at Coggsell, N. D., to build a farmers' elevator. G. H. Noys is president of the company.

The Duluth Elevator Company has wrecked its old elevator at Hamilton, N. D., which was erected in 1882, and the lumber will be utilized elsewhere.

The Farmers' Elevator Company of Arnegard has been incorporated at Arnegard, N. D., with a capital stock of \$10,000. Officers have been elected as follows: President, J. E. Elide; vice-president, L. W.

Larson; secretary, Robert Byrne, and treasurer, L. C. Strigel.

A 30,000-bushel elevator has been completed at Sydney, N. D., for the Winter-Truesdell-Ames Company, equipped with a Fairbanks Engine and Scales.

The Onstead Grain Company is building a 30,000-bushel iron-clad elevator at Westby, N. D., which will be operated by a 10 horsepower Fairbanks Engine.

Business men of Alexander, N. D., who recently established a grain market at that place, will organize a permanent company, and a 35,000-bushel elevator will be erected.

A. J. Stafne has erected a 30,000-bushel elevator at Cartwright, N. D., and the equipment includes an eight-horsepower Fairbanks Engine, a 100-bushel hopper scale, manlift and cleaner.

Oscarson & Dahl of White Rock, S. D., will build a temporary grain house at Victor (R. F. D. from Mt. Vernon), S. D., and next summer an elevator will be erected. Anton Dahl will act as buyer.

The Farmers' Elevator Company has been organized at Dalberg, N. D., a new town on the Fairmount & Veblen Railroad, east of Veblen. The officers of the company are T. A. Gunnarson, president; Dan Danielson, vice-president; P. A. Nepstad, treasurer, and J. L. Tjosten, secretary.

## MISSOURI, KANSAS AND NEBRASKA

F. W. Hall has purchased the elevator of John Wallace at Hoyt, Kan.

C. F. Klammer has succeeded A. C. Long in the grain business at Detroit, Kan.

The elevator of P. S. Heacock at Preston, Neb., has been closed for the season.

The elevator at Bigelow, Mo., may be purchased by the farmers in that vicinity.

The elevator company at Hampton, Neb., will build a warehouse and install a feed mill.

The elevator adjoining the mill of Thorndike & Reed at Randolph, Neb., has been enlarged.

Johnson & Thierolf have completed their new 15,000-bushel elevator at Solomon Rapids, Kan.

Samuel C. Groth has installed a 1,000-bushel automatic scale in his elevator at Ellsworth, Kan.

Cashman Brothers have sold their elevator at Chillicothe, Mo., to J. W. Sharp, of Mexico, Mo.

The Mason-Gregg Grain Company has discontinued its grain business at Kansas City, Mo.

R. J. Hering, of Royal, Neb., has built a 4,000-bushel elevator in connection with his new mill.

O. A. Talbott & Co., of La Clede, Mo., plan to build elevators at Tina and Sumner this summer.

W. P. W. Shenkleberg has started a movement to organize a Farmers' Elevator company at Halbur, Neb.

Wm. Hogue and J. W. Sweeney have purchased the elevator at Leon, Kan., formerly owned by I. J. Gilliland.

Valdo Lyon has removed the elevator at Lyons, Neb., recently purchased, to a site on the Burlington Railroad.

Edgar Johnson, of Everest, Kan., plans to remodel the elevator he recently purchased from the Bushong Grain Company.

The Rosendale Grain Company has purchased a building at Rosendale, Mo., which will be remodeled into an elevator.

The Blount-Cooper Grain Company has sold its elevator at Zenith, Kan., to the Sylvia Milling Company, of Silvia, Kan.

The Henley Grain Company at Sweet Springs, Mo., has been succeeded by the Renken-Henley Grain and Lumber Company.

L. G. Murray has built an iron-clad elevator at Stark, Kan., on the site of the house that was destroyed by fire last June.

The W. T. McCauley Grain Company has gone out of business at Mulvane, Kan., having been succeeded by Shoup & Throckmorton.

Henry Westerman, who owns a line of elevators along the Rock Island Railroad in Kansas, plans to build a house at Athol, Kan.

The Lindsberg Mill and Elevator Company has sold its elevator at Claffin, Kan., to the Western Star Mill and Elevator Company.

Fullerton Elevator Company, of Fullerton, Neb., has constructed a building, 10x48 feet on the ground, to be used for ear corn and coal.

The Paule Grain and Milling Company, of St. Louis, Mo., has awarded a contract for the erection of a two-story warehouse, costing \$7,000.

M. J. Cook and son have formed an elevator company at Burr Oak, Kan., with a capital stock of \$12,000. The company will build a 6,000 bushel elevator, flour mill and ice plant, to be operated by 15-horsepower and 25-horsepower Fairbanks Oil Engines. The equipment for the plant includes a 1,000-bushel automatic scale, a Fairbanks Wagon Scale, a Eureka Cleaner No. 196, a Eureka Meal Bolt, a

Eureka Scourer, a "Midget" Marvel Mill, manlift, etc.

The Sylvia Milling Company, of Sylvia, Kan., has leased the elevator at Stafford, Kan., owned by M. E. Hinman, who recently purchased the house from W. C. Blount.

The Turin Elevator Company, of Omaha, Neb., has been incorporated with a capital stock of \$12,000. The incorporators are John R. Brown, W. D. Moore, J. L. Rhinehart and F. W. Bisbee.

The Colorado Mill and Elevator Company, of Denver, has awarded a contract for the dismantling of its elevator at Monument, Kan., and the house will be reconstructed at Homer, Kan., on a larger scale.

Conrad Schneider, of Snyder, Neb., has sold his elevator, mill and lumber yard to the Farmers' Union, of Dodge County, Neb. Mr. Schneider will retire from business and the new owners will take possession of the plant on March 15.

## WESTERN

H. T. Hoky has sold his new elevator at Joplin, Mont.

Farmers near Yegen (R. F. D. from Billings), Mont., expect to erect an elevator this spring.

The Farmers' Elevator Company, of Benchland, Mont., may install a small mill in the near future.

The Winter-Truesdell-Ames Company is building a 30,000-bushel elevator at Boyer, Mont., a new town.

It is said that Geo. H. Cutler, Jr., of San Francisco, Cal., may enter the grain trade at Corcoran, Cal.

The Winter-Truesdell-Ames Company is building a 30,000-bushel elevator at Flaxville (no postoffice), Mont.

The Farmers' Elevator Company, recently incorporated at Windham, Mont., expects to build an elevator this year.

E. E. Scott contemplates the erection of an elevator at Denver, Colo., also houses at stations in northern Colorado.

John Listerud has completed a 25,000-bushel elevator at Wolf Point, Mont., to be operated by a 10-horsepower engine.

A 30,000-bushel elevator will be erected at Belmont, Mont. H. B. Drun, O. H. Helgeson and others are interested in the project.

The Fisher Flouring Mills Company, of Seattle, Wash., has completed a temporary 80,000-bushel elevator, increasing its storage capacity to 600,000 bushels.

The Chehalis Produce Company, whose warehouse at Chehalis, Wash., was destroyed by fire several weeks ago, has a new building under course of construction.

Chas. H. Lilly & Co. of Seattle, Wash., are building a 100,000-bushel elevator of steel and concrete construction. The Brayton Engineering Company of Portland, Ore., has the contract.

Three new elevators will soon be complete at Scobey, Mont., for the Montana-Dakota Elevator Company, the International Elevator Company and the Farmers' Elevator Company of Scobey.

Last month the Port Commission at Seattle, Wash., adopted a resolution providing for the construction of a 500,000-bushel elevator. The site has been chosen and construction work will begin at once.

The California & Oregon Grain and Elevator Company has commenced to operate its new elevator at Portland, Ore. The plant was designed by James Stewart & Co. of Chicago, and built by the Brayton Engineering Company of Portland, Ore. It is of concrete and steel construction and was built for the purpose of handling grain for the Globe Grain and Milling Company of California, which operates seven flour mills with a daily capacity of 5,000 barrels. This elevator is one of the chain of coast terminal elevators owned by this company, the other elevators being located at San Francisco, San Pedro and San Diego. It has a capacity of 300,000 bushels, having 24 bins, 100 feet deep. It is fully equipped with elevators, conveyors and the necessary cleaning machinery, together with 17 electric motors. This elevator is worked in conjunction with a warehouse, an auxiliary working plant, which gives a total capacity of about 23,000 tons. It can be loaded out at the rate of 400 to 500 tons per hour. Unloading tracks are so arranged that 26 cars can be unloaded without moving a car, at the rate of seven cars per hour. The weighing is done over two Fairbanks-Morse Hopper Scales of 600 bushels' capacity each. The elevator is equipped with a winding steel stairway from bottom to top together with a Humphrey Employees' Elevator. The company also owns the steamer *Portland*, which has recently been rebuilt to carry grain in bulk and is in reality a floating elevator and is divided into compartments and contains 12 elevators for bringing the grain up from the hold to the two conveyors which run the length of the steamer, discharging into two elevators situated at the bow of the steamer for unloading. The steamer has a carrying capacity of



3,200 tons of bulk grain. John H. Noyes is the local manager for the company at Portland, with a suite of offices at 926 Board of Trade Building.

D. A. Crichton, of Geraldine, Fergus County, Mont., has been formulating plans for the organization of a company to erect an elevator, costing \$10,000, construction work to begin at once.

The Canyon Creek Elevator and Milling Company has been incorporated at Billings, Mont., with a capital stock of \$20,000. The incorporators are C. C. Sanderson, Roy Stebbins, J. G. Epperson, U. W. Brannon and Richard Denton.

The Grain Growers' Warehouse Company has completed the construction of a new warehouse at Wilbur, Wash. It consists of eight concrete tanks having a capacity of 80,000 bushels. The plant is fireproof and cost about \$18,000.

Suzuki & Co., well-known importers of Japan, will establish headquarters for the Northwest at Portland, Ore. M. Tano and other representatives of the firm recently spent some time on the Western Coast studying the grain and flour exporting situation. During the 1912-13 grain season, the company dispatched several cargoes from Portland and has purchased large lots of wheat this year.

## OHIO, INDIANA AND MICHIGAN

A. B. Lauer has engaged in the grain and feed business at Freeland, Mich.

Wm. Monroe & Son, grain dealers, are erecting a warehouse in Bronson, Mich.

A. L. Briggs has taken over the Chas. Elliott Elevator at Jackson Center, Ohio.

Russell Ritter has succeeded George Huber in the grain business at Rawson, Ohio.

The Kirklin Grain Company of Kirklin, Ind., has increased its capital stock \$15,000.

King & Markey, grain dealers at La Rue, Ohio, have been succeeded by James King.

R. J. Forgrave expects to handle grain at Rudyard, Mich., where he has a warehouse.

It is stated that Thomas Wilson of Marlette, Mich., may build an elevator at Wilnot, Mich.

Ed. Atherton has installed a Fairbanks-Morse Oil Engine in the elevator at Green Camp, Ohio.

The Greenfield Grain and Hay Company, of Greenfield, Ohio, expects to build an elevator this year.

The Snover Grain Company has been incorporated at Snover, Mich., with a capital stock of \$10,000.

Allen & Wells are building an 8,000-bushel corn crib addition to their elevator at St. Johns, Ohio.

The Bowers-Niblick Grain Company of Decatur, Ind., has installed an overhead dump in its elevator.

H. H. Ludwig has leased the elevator at Van Wert, Ohio, formerly operated by the late E. C. Fisher.

The elevator of J. W. Long & Son at McComb, Ohio, has been leased by R. E. Teegarden of Greenville, Ohio.

S. M. White & Son have repaired their elevator at Creston, Ohio, and installed a 35-horsepower gasoline engine.

The Rinehart Grain Company has installed a 40-horsepower steam boiler in its elevator at Unionopolis, Ohio.

The Crabbs-Reynolds-Taylor Company is building a 50,000-bushel elevator at Reynolds, Ind. The new building is 87 feet high.

Alexander Brothers have erected a new elevator on the site of their old house at Osgood, Ohio, which was recently torn down.

The Hardin Grain Company has sold its elevator at Hardin (R. F. D. from Sidney), Ohio to Phil Sheets, of Botkins, Ohio.

George & Ervin Brothers have remodeled the Tribune Elevator at Jamestown, Ohio, and installed a Fairbanks Automatic Scale.

Jordan & Montgomery, grain merchants at Indianapolis, Ind., have been dissolved, F. M. Montgomery having disposed of his interest.

The Odenweller Milling Company, of Ottoville, Ohio, has purchased the elevator of the Kalida Milling and Grain Company at Kalida, Ohio.

The Conneaut Grain and Feed Company, of Conneaut, Ohio, has installed a feed mill purchased from Sprout, Waldron & Co., of Muncy, Pa.

The capacity of John B. Van Wagener's elevator at London, Ohio, has been doubled by the recent installment of new machinery and improvements.

Fred Aukerman has remodeled his elevator at Clark (R. F. D. from New Madison), Ohio, and installed new elevator legs, friction clutch pulleys, a Western Corn Sheller, new drags and a 1,000-bushel automatic scale.

Latham Brothers have finished their new 10,000-bushel elevator at Amlin, Ohio, and included in the equipment are a 1,000-bushel automatic scale, a Western Sheller, a Western Cleaner, a Western Drag Chain Feeder, one stand of elevators for ear corn,

one Sidney Drag, a Smith Manlift, Sidney Overhead Dumps with power attachment.

The firms of Ervin Brothers and Herbert Davis, grain dealers at Xenia, Ohio, have consolidated and purchased a warehouse in which the combined business will be conducted.

The Frank E. Nowlin Company, Ltd., has purchased the elevator at Springport, Mich. The company now owns elevators at Albion, Springport, Parma and Marengo, Mich.

M. E. Hindeman has completed his new cribbed elevator at Newberry, Ind., and it is equipped with machinery purchased from the Nordyke & Marmon Company, of Indianapolis, Ind.

The Pioneer Cereal Company, of Akron, Ohio, is building a three-story concrete and brick storage house, 192x65 feet on the ground, which will be equipped with conveyors and elevators.

The Gorman Elevator at Spencerville, Ohio, formerly operated by the Gorman-Wetherill Grain Company, has been purchased by Chas. and Ben Lehman. Lehman Brothers plan to increase the facilities of the house.

The Cleveland Grain Company has transferred to the Cleveland Storage Company a 12-year lease on property at Cincinnati, Ohio, occupied by the Big Four Elevator Company. The elevator will be remodeled and electric lights and other improvements will be installed.

Joseph Poos, of Eaton, Ohio, will enlarge the bins in his elevator and increase his storage capacity one-half. He has built a structure, 24x36 feet in size, to be used for lime, cement, etc. It is connected with the elevator by an overhead storage building, 30x60 feet in size.

The organization of the Frankton Co-operative Elevator Company has been perfected at Frankton, Ind., with a capital stock of \$10,000. Benjamin Fessler, Harrison Wise, A. J. Foland, William Foland, Albert Jones, C. E. Barracks and David King were elected directors. Mr. Barracks was made temporary secretary.

The Rapier Grain and Seed Company, of Evansville, Ind., has been succeeded by the Rapier Sugar Feed Company, which has leased the plant of the American Milling Company, having a capacity of 500,000 bushels. The officers of the company are W. F. Rapier, president; J. T. Rapier, secretary-treasurer, and J. E. Gardner, manager.

The Cleveland Grain Company has been incorporated at Cleveland, Ohio, with a capital stock of \$500,000. The company was originally an Illinois corporation with offices in Cleveland, and with the new incorporation under the laws of Ohio, the capital stock has been increased from \$50,000 to \$500,000.



B. D. Knepper, hay and grain dealer of Tiffin, Ohio, has been declared insolvent. His liabilities are given as \$41,000 with no assets.

Claud Leach, the hay dealer of Farmington, Mich., who was charged with defrauding the fire department by using short weight, has pleaded guilty.

George A. Palmer, a grain dealer of Waterbury, Conn., has filed a petition in bankruptcy. His liabilities are listed at \$14,683.55 and \$13,996.30 of this amount is unsecured.

Federal authorities raided the offices of the Central Stock and Grain Company at Cleveland, Ohio, on January 8, and arrested Robert Howard Parker, manager, on a charge of using the mails to defraud.

The Supreme Court recently affirmed the Superior Court of Spokane, Wash., in the case of the Northwestern Grain Company against the Kerr-Gifford Warehouse Company, appellant, the former getting judgment for \$475 for certain grain not delivered.

In the case of Amanda J. Perry and George Bennett against Ben. C. Thomas at Columbus, Ind., a verdict was rendered in favor of the defendant. The plaintiffs brought action for \$2,500 for wheat stored in the Thomas Elevator when it burned about a year ago.

Levi L. Johnson, a grain dealer of Goshen, Ind., who was recently indicted by the Federal jury for misuse of the mails in an alleged scheme to defraud sellers and buyers of hay, was fined \$200 and costs. His son, Homer E. Johnson, also plead guilty and was fined \$500 and costs.

A verdict was rendered in favor of the defendant in the case of the Albert Lea Milling Company, Albert Lea, Minn., against the Ellendale Farmers' Elevator Company of Ellendale, Minn. The action was the outgrowth of a dispute concerning a car of wheat shipped to the milling company by the de-

pendant more than two years ago. The plaintiff claimed a shortage in weight.

May E. Gunderson has brought suit against the St. Anthony & Dakota Elevator Company at Devils Lake, N. D., for \$35,000, damages claimed for the death of her husband, who suffered fatal injuries while manager of an elevator at Keith, N. D.

The Lompoc Grain and Seed Company of Lompoc, Cal., has filed suit against T. Takahaski to recover the sum of \$1,000, alleged to be due Basil Fox in connection with an agreement, the defendant having given a crop mortgage to secure payment. Mr. Fox assigned his claim to the plaintiff.

John Gordon and James Gordon of Lincoln, Ill., have brought suit against the Chicago & Alton Railroad Company for \$5,000, a loss on grain, said to have been damaged by fire several years ago. The Gordon Mill and Grain Company claims that the fire was caused by locomotive sparks.

Alleging failure in the fulfillment of a contract to buy his elevator at Fiat, Ind., for \$4,500, John Harris has sued Wm. J. Borner and Jesse H. King for damages in the sum of \$500. It is claimed that the sale contract called for the forfeiture of \$500 in case either party forfeited his contract.

Alleging that locomotive sparks ignited a hay warehouse, the Miller Hay Company of Monroeville, Ohio, has filed action against B. A. Worthington, who was receiver of the Wheeling & Lake Erie Railroad when the house burned about two years ago. The firm claims damages in the sum of \$5,800.

The judgment of the Circuit Court of McLean County, Ill., was sustained in the case of T. U. Fox, grain dealer at Sinclair, against the Chicago & Alton Railroad. The plaintiff brought suit to recover damages for failure to furnish cars for the shipment of corn and judgment was rendered for \$258.50, after which the defendant appealed the case.

## CANADIAN

The Long Creek Grain and Supply Company, Ltd., has been incorporated at Bromhead, Sask.

The Canadian Pacific Railway Company is making arrangements to enlarge its 4,000,000-bushel elevator at Port McNicoll, Ont.

Higum Brothers are building an elevator at Mossbank, Sask. The firm maintains its office at Gravelbourg, Sask.

P. A. Highum has built an 18,000-bushel elevator at Palmer, Sask. It contains one stand of elevators, Fairbanks Scales, etc.

The village council of Point Edward, Ont., has passed an ordinance making the new elevator of the Grand Trunk Railway Company exempt from taxation.

R. E. Haywood, of Ronleau, has completed his new 35,000-bushel elevator at Dummer, Sask. The equipment includes a Fairbanks Scale, and an eight horsepower Fairbanks Engine.

The Matheson Grain Company is erecting a 30,000-bushel elevator at Shaunavon (R. F. D. from Gull Lake), Sask. The house is ironclad and will probably be completed this month.

According to a report plans are being prepared by the Dominion Government for the erection of a new elevator at Calgary, Alta., and tenders will be invited early this year. The capacity will be 2,500,000 bushels.

The Burrell Engineering and Construction Company, of Chicago, has completed the tank foundations and working-house of the new elevator of the Western Terminal Company at Fort William, Ont. The Weller Manufacturing Company, of Chicago, has received a contract for all the conveying machinery and Fairbanks-Morse Scales will be used.

It is reported that the preliminary plans and specifications prepared by the Canadian Stewart Company, of Montreal, Que., for the government elevator to be erected at Fort Nelson, the terminus of the Hudson's Bay Railway, have been accepted. The contract will be let in the spring and the elevator will be completed, it is anticipated, by the time the steel of the railroad reaches tidewater.



# ASSOCIATIONS

## THE SHELDON BANQUET

The banquet held at Sheldon, Ill., on December 18 by the Illinois and Indiana Grain Dealers' Associations proved a pleasant surprise in more ways than one. The affair accomplished exactly what it was planned for, which was the bringing together of the local and smaller country dealers. The finest of weather helped to induce the attendance of about ninety members. Great credit is due to the local committee at Sheldon, composed of H. D. Bowles and R. J. Sullivan and also Secretaries S. W. Strong and C. B. Riley.

The banquet was excellent in all respects and was well served in the Masonic Hall by the fair ladies of Sheldon and vicinity. The program, which had been arranged, was strictly followed by Toastmaster Strong with the pleasing exception of an unannounced song by Miss Gertrude Smith, daughter of O. G. Smith, grain dealer at Sheldon. Mr. Strong said with humor in opening that his list comprised 85 or 90 names; prominent, well posted men, eloquent speakers, a corn tester man and a hot air tester (no names being mentioned, conclusions were only to be directed at the speaker). He said that these meetings undoubtedly promote fellowship and kindle a fraternal feeling of kindness between competitive dealers. They also tend to make acquaintances much better, for while the territory is not so large each dealer is anchored in his own center and seldom meets his neighbor. He then introduced the various speakers.

Lee G. Metcalf of Iliopolis, Ill., president of Illinois Grain Dealers' Association, in an able address said that the chief necessity if co-operation is to be promoted is confidence. L. F. Gates of Chicago was next introduced by Toastmaster Strong, and briefly he recalled a former Sheldon meeting, the get-together spirit that had prevailed, the speech-making by every one present, and he thus felt a friendliness and confidence, otherwise unwarranted, that this would be a like event. Of the "New Corn Grades," which was his topic, he considered them as a blessing which had been wished on the trade. He said the movement started by exporters had now the originators as the most serious objectors to proposed standardization, which had only been decided upon by the government after a thorough investigation and conference with numerous and representative grain men, and settled with simple program of six grades. Mr. Gates said that a period of readjustment was taking place in grain business and advised country grain dealers to begin readjusting themselves immediately to new ideas and methods, to the problem of distribution between producer and consumer, but he advised against being too good a fellow and said that the only sane way to buy grain is to buy for what it is worth and with a proper working margin.

After this Bert A. Boyd of sleight-of-hand fame was introduced to an enthusiastic audience, in his new reproduction called "Follies of the Grain Trade" or "Manipulation of a Board of Trade." The entertainment of this gentleman from Indianapolis was very pleasing and well accomplished.

Mr. Brown of the Seed Trade Reporting Bureau, Chicago, gave a demonstration of the Brown-Duvel Moisture Tester and several other speakers, including Mr. Duffy of Fowler, C. B. Riley and E. L. Wellman of Grand Rapids, Mich., took the floor for a few minutes. The banquet broke up at a late hour and everyone said it had been one of the most enjoyable occasions in the history of their associations. A rising vote of thanks was given the good people of Sheldon.

## ASSOCIATION BRIEFS

The Tri-State convention of Managers of the Farmers' Co-operative Elevators will be held at Fargo, N. D., January 19-23.

The Kansas Grain Dealers' Association, which has held its annual meeting early in February heretofore, will not meet this year until the last week in May or the first in June. This change was effected by the desire of the majority of the members who thought the later date a more convenient season.

The Iowa Farmers Co-operative Grain Dealers' Association will hold its annual convention in Waterloo, February 10-13. Among the speakers who will address the meeting will be ex-Secretary of Agriculture James Wilson, and Lafe Young, ex-State Senator. It is expected that a woman's auxiliary will be permanently organized at the meeting.

The Farmer Grain Dealers' and Live Stock Shippers' Association of Nebraska held a lively session at Omaha December 17-19. Among the subjects brought up for discussion were: A law regulating warehouses to be introduced in the state legislature

at the next session; and the taxing of the grain trade.

The Indiana Grain Dealers' Association will hold its annual mid-winter meeting at the Board of Trade Building, Indianapolis, on January 21-22.

G. H. Rikert, the official scale inspector for the Illinois Grain Dealers' Association, tendered his resignation and severed his connection with the Association on December 15, having completed all the work on hand. The officials of the association think it unlikely that a scale expert will be employed before spring, as weather conditions will prevent much being done before that time.

At the annual election of officers of the Kansas City Hay Dealers' Association, B. F. Tyler was elected president; John North, vice-president; G. Peters, secretary, and F. W. Taylor, treasurer. Board

of directors: P. E. Drought, W. H. North, Bert Sheldon, Thomas Ennis, L. E. Eades, F. W. Taylor, R. C. Bell. Arbitration Committee: E. M. Huffine, E. B. Bruce, A. D. Cole.

## NATIONAL HAY ASSOCIATION MEMBERSHIP GROWS

The membership campaign of the National Hay Association is exceedingly flourishing, the honor roll at present standing as follows:

D. W. McMillen, President, Van Wert, O.....	15
Robert Johnson, Norfolk, Va.....	1
J. Zimmern's Company, Mobile, Ala.....	1
National Hay and Grain Reporter, Chicago, Ill..	1
D. S. Wright, Weedsport, N. Y.....	1
S. L. Lewis, Knoxville, Tenn.....	1
W. C. Nothern, Little Rock, Ark.....	1
W. W. Watson, Inman, Neb.....	1
C. A. Shotwell, Indianapolis, Ind.....	1
I. L. Sutherland, Richmond, Va.....	1
Isaie Laplante, Fall River, Mass.....	1
J. D. Cole, Kansas City, Mo.....	1
Harper & Harper, McLeansboro, Ill.....	1
W. C. Howell, Rockford, O.....	1
J. Vining Taylor, Secretary, Winchester, Ind....	30
Total .....	58

# COMMUNICATED

[We invite correspondence from everyone in any way interested in the grain trade on all topics connected therewith. We wish to see a general exchange of opinion on all subjects which pertain to the interest of the trade at large, or any branch of it.]

## THE PROSPECTS IN KANSAS

*Editor American Grain Trade:* Nothing new with us. The receipts from farmers are very light. As our crop was light, and as the feed crop was a total failure, there is lots of wheat feed in this country. Of course, we are shipping in feed, such as oats and corn, but as we must go a long ways for it, it makes it about as high as wheat, and the farmers are feeding it in preference. Our growing crop is looking good for this time of the season. We have had lots of moisture this fall, and if it should freeze very much now it has a chance to freeze our wheat out as it did four years ago, but here is hoping that it will not do this, as we have had two short crops and need a few good ones.

Yours truly,  
Inman, Kan.

D. J. RAZLAFF.

## AN ACTIVE OHIO CONCERN

*Editor American Grain Trade:* On about August 6, 1913, the Ohio Grain-Elevators' Company purchased the elevators at Milford Center, Irwin, and Woodstock, Ohio.

With the exception of a mill in Milford Center, Ohio, this company owns and operates the only elevators in these towns. There is no one else in these towns with facilities to handle grain, except by "scooping."

H. J. BeBout, vice-president and general manager of the Loudonville Mill & Grain Company, is president of the company; F. G. Fullington, cashier of the Milford Center Bank, is vice-president, and the company's operations are under the general management of H. P. Clouse, secretary and treasurer.

This company has recently affiliated itself with the National and the Ohio Grain Dealers' Associations. Its management will measure its success not only by being successful in the grain business, but by also supporting any legitimate move to better the grain trade.

Very truly,  
H. P. CLOUSE.

## ALFALFA SEED FROM THE WEST

*Editor American Grain Trade:*—After our pleasant visit at your office on our way home from the National Convention of the Farmers' Society of Equity, held at Indianapolis, December 16-18, it occurred to us that your readers might be interested in the work we are doing in the way of providing pure alfalfa seed, in spite of the false reports to the contrary:

Mr. Holmgren is the organizer and manager of the Farmers' Cash Union of Tremonton, Utah, a corporation formed some six years ago under the laws of Utah, as near the Rochdale system as possible. This organization has been doing a very successful business for its three hundred stockholders during this period, selling hundreds of cars of grain, potatoes and fruit, hay, etc., buying

its members' machinery, vehicles, etc., in wholesale quantities direct from the factory.

Mr. Satterfield is president of a Farmers' Society of Equity Incorporation, Intermountain Clearing House, with headquarters at Pocatello, Idaho. This Clearing House is the clearing house for five thousand farmers and has sold for its members several hundred cars of potatoes, grain, alfalfa seed, etc., during 1913. We have eight incorporations in various parts of the Intermountain country and six others in course of incorporation, using our clearing house to market their crops and buy their sacks, twine, farm machinery and vehicles. We buy wholesale and add the actual cost of handling, plus a reasonable per cent on investment, and sell the farmer direct for the cash, thus saving him the profit of two or three unnecessary middlemen.

Besides attending the convention at Indianapolis as delegates from our respective states, we have been making extensive purchases and representing our organizations in general.

We feel that a great injustice has been perpetrated against the farmers of our two respective states on the alfalfa seed question. The states of Utah and Idaho produce upward of 50 per cent of the alfalfa seed grown in the United States; their climate is unsurpassed for alfalfa seed production, on account of the high altitude, ranging from four to six thousand feet above sea level, which causes the seed to be most hardy and drought-resisting, making it an ideal seed for all conditions, whether humid or arid. Suspicion has been cast most unjustly on seed from our section of the West by certain trade in the seed business hereabouts. They advise that our alfalfa seed is infected with weevil and that they do not handle same for that reason, when as a matter of record they have been large and active buyers of alfalfa seed from our section in the past, on account of its purity and hardness. Their game is apparently to depress the price of seed at our end and to cast suspicion on our seed, correctly labeled and sold by other competitors in this section.

We know that our farmers, who depend upon growing this seed, are suffering a great injustice, therefore we plead with the consumer of alfalfa seed to be careful and see that farmers from all parts of the country get justice. From our section of the country, around Sterling and Binghamton County, Idaho (southwestern Idaho) the United States Government, through its representative, Mr. Morrison of Washington, D. C., purchased some twenty-five to thirty thousand pounds of alfalfa seed in 1912, and is purchasing from the same section of the country this year, 1913, recently loading out 9,000 pounds from Sterling, Idaho. Mr. Morrison did this after investigating seed conditions throughout the United States, looking for quality above all other things, before making his purchases. The Government also purchased all of the Grimm seed raised in Bingham County, Idaho, this past season, paying an enormous price for it, thus showing that there is nothing to this false and malicious advertising against the seeds of our territory.

Respectfully signed, A. Y. SATTERFIELD.  
DAVID HOLMGREN.



## TRANSPORTATION

These changes in rates affecting grain and grain products are furnished to the "American Grain Trade" by the General Traffic Association, Inc., 715 Fourteenth Street, N. W., Washington, D. C. If any of our readers feel that the present rates or those which are about to become effective are unjust, excessive or discriminatory, this company has agreed to take care of such matters before the Interstate Commerce Commission, at only a nominal cost.

Since our last issue the following new tariffs have been filed with the Interstate Commerce Commission, naming rates on grain and grain products, with the I. C. C. numbers, effective dates and rates in cents per one hundred pounds. (A) denotes advance and (R) denotes reduction.

**Chicago, St. Paul, Minneapolis & Omaha**

I. C. C. No. 3934, January 1. Coarse grain products from St. Paul, Minneapolis Transfer, Mankato, Blue Earth, Winnebago, Madelia, Adrian, Minn., and Le Mars, Iowa, to Atchison, Leavenworth, Kan., Kansas City, St. Joseph, Mo., Nebraska City, Neb., 13.75 cents; wheat products, 14 cents; corn, rye, barley and oats, from Atchison, Leavenworth, Kansas City, St. Joseph, Mo., Nebraska City, Neb., to Doon, Le Mars, Iowa, Luverne, Pipestone, Minn., Sioux Falls and Valley Springs, S. D., 13.75 cents.

I. C. C. No. 3935, January 1. Feed, viz.: dry feed, glucose feed, gluten feed, mill feed, molasses feed, and mixed livestock between Cedar Rapids, Iowa, and Eau Claire, Wis., Chippewa, Wis., 17.5 cents; oat meal between same points, 17.5 cents.

I. C. C. No. 3936, January 1. Wheat, corn, rye, barley and oats from Atchison, Leavenworth, Kan., St. Joseph, Mo., Nebraska City, Neb., to Doon, Iowa, Luverne, Pipestone, Minn., Sioux Falls and Valley Springs, S. D., 13.75 cents; corn, rye, barley and oats (when originating beyond) from Atchison, Leavenworth, Kan., Kansas City, St. Joseph, Mo., to Doon, Le Mars, Iowa, Luverne, Mankato, Mendota, Pipestone, Minn., Sibley, Iowa, Sioux Falls, S. D., Worthington, Minn., 11 cents; from Nebraska City, Neb., to same points, 10 cents.

I. C. C. No. 3937, January 7. Barley, corn, oats, rye and speltz from St. Paul, Minneapolis, Minnesota Transfer, Minn. (when originating at stations beyond) to Atchison, Leavenworth, Kan., St. Joseph, Kansas City, Mo., 14.5 cents; Nebraska City, Neb., 13.75 cents.

Supplement 20 to I. C. C. No. 3782, January 21. Alfalfa meal and feed (applying only on the product of shipments originating beyond) from Ft. Calhoun, Neb., to East Clinton, Ill., 8 cents.

**Northern Pacific**

I. C. C. No. 5484, January 1. Barley, corn, elevator dust, flour refuse, grain screenings, malt sprouts, mill refuse, oats, oat clips, oat hulls, rye speltz and Kaffir corn from Duluth, Minn., Superior, Superior (East End and Central Avenue), Wis., to Alton, East St. Louis, Ill., 11.5 cents; St. Louis, Mo., 12.5 cents; flax seed, flax seed screenings, flax seed hulls and millet seed from Duluth, Minn., Superior, Wis. (East End and Central Avenue), to St. Louis, Mo., 16 cents; East St. Louis, Ill., Alton, Ill., 15 cents; wheat and buckwheat from Duluth, Minn., Superior (East End and Central Avenue), Wis., to East St. Louis, Alton, Granite City, Ill., St. Louis, Mo., 14 cents.

Supplement 4 to I. C. C. No. 4362, January 21. From Phillipsburg, Mont., to Osborne, Idaho, Success, Sand Point and Coeur d'Alene, Wash., grain and articles taking same rates, 21 cents; flax seed and millet seed, 23 cents.

**Canadian Pacific**

I. C. C. No. E1652, January 3. From Fort William, Port Arthur, and Westfort, Ont., to Portland, Maine (for export), barley, rye and oats, 20½ cents (R); wheat, 23 cents; grain products (except flour), 22½ cents, and flour, 21½ cents (R).

**Great Northern**

Supplement 8 to I. C. C. No. A3658, January 5. Flour, grain, malt, feed, millstuff, flax seed, corn meal, oat meal, rolled oats, oil cake and oil meal between Spokane, Wash., and Sand Point, 10 cents; Elmira, 12 cents, and Bonner's Ferry, Idaho, 13 cents (R).

**C. E. Fulton, Agent for Chicago and Ohio River Committee**

January 6. Flour from Minneapolis, Minnesota Transfer and St. Paul, Minn., to Columbia, S. C., 42 cents.

**W. H. Hosmer, Agent for W. T. L. Committee**

Supplement 4 to I. C. C. No. A390, January 8. Grain and products from East Hannibal, Ill., to Cleveland, Ohio, 11½ cents; Detroit, Mich., 10½ cents; Sandusky, Ohio, 11½ cents; Toledo, Ohio, 0.10-1.2 cents; from Salem, Ind., to Indianapolis, Ind.,

8 cents; Terre Haute, Ind., 7 cents; from Shattuc, Ill., to Cleveland, Ohio, 11½ cents; Detroit, Mich., 10½ cents; Indianapolis, Ind., 8 cents; Sandusky, Ohio, 11½ cents, and Toledo, Ohio, 10½ cents.

Supplement 8 to I. C. C. No. A201, January 15. Oats and barley from St. Paul, Minneapolis, Minnesota Transfer, Stillwater, Duluth, Minn., Ashland, Itasca, Superior and Washburn, Wis., to Belington, W. Va., 19½ cents; Cumberland, Md., 19½ cents; Elkins, W. Va., Mt. Jewett, Oakland, Md., 19½ cents; North Sidney, N. S., 28½ cents; Richwood, W. Va., 19½ cents; West St. John, N. B., 34½ cents.

**Pere Marquette**

I. C. C. No. 3282, January 8. Oat hulls from Sarnia, Ont., to Detroit, Mich., Toledo, Ohio and Buffalo, N. Y., 8.5 cents (A).

I. C. C. No. 3317, January 14. Grain, viz.: barley, buckwheat, corn, oats, rye and wheat from Chicago District to Wellsboro, Ind., for transportation privileges, 6 cents.

**Missouri, Kansas & Texas**

Supplement 7 to I. C. C. No. A3313, January 9. From Kansas City, St. Joseph, Mo., Atchison, Leavenworth and Oswego, Kan. (originating beyond), to Galveston and Texas City, Texas (for export), wheat, 18½ cents; corn, 17½ cents.

I. C. C. No. A3924, January 15. Wheat and articles taking same rates, 16 cents; corn and articles taking same rates from Des Moines, Iowa, 14 cents (R); to La Harpe, Gas, Kan., and Iola, Kan. (rate on wheat to Iola, Kan.), 16½ cents.

Supplement 1 to I. C. C. No. A3917, January 26. Wheat and articles taking same rates, 24½ cents; corn and articles taking same rates, 21½ cents, imported via Galveston, Texas (R), to Hardy, Grainola, Myers, Pawhuska, Oil City, Bradshaw, Stigler, Sperry, Okla., and other Oklahoma points.

**Wabash**

Supplement 4 to I. C. C. No. 2959, January 12. Between College Springs, Clarinda, Ewhurst, Finley, Taggart, Iowa, and Bingham and Coin, Iowa, flax seed, 5.3 cents; wheat, 5.3 cents; corn, rye, oats and barley, 4.4 cents; Council Bluffs, Iowa, flax seed, 7.5 cents; wheat, 7.5 cents; corn, rye, oats and barley, 6.2 cents; Omaha, Neb. (east bound), flax seed, 8.5 cents; wheat, 7.5 cents; corn, rye, oats and barley, 6.2 cents; South Omaha, Neb., flax seed, 8.5 cents; wheat, 7.5 cents; corn, rye, oats and barley, 6.2 cents; Omaha, Neb. (west bound), flax seed, 8.5 cents; wheat, 8.5 cents; corn, rye, oats and barley, 7.2 cents; South Omaha, Neb. (west bound), flax seed, 8.5 cents; wheat, 8.5 cents; corn, rye, oats and barley, 7.2 cents; Shenandoah, Iowa, flax seed, 5.3 cents; wheat, 5.3 cents; corn, rye, oats and barley, 4.4 cents.

**Chicago Great Western**

Supplement 1 to I. C. C. No. 4917, January 15. Flax seed, 18 cents; wheat and buckwheat, 17 cents; barley, corn, oats, rye, speltz, Kaffir corn, 14½ cents (R); from Minneapolis, Minnesota Transfer, St. Paul, South St. Paul and Winona, Minn. (originating beyond), to Cairo, Ill., and Cincinnati, wheat and buckwheat, 16 cents; barley, corn, oats, rye, speltz and Kaffir corn, 13½ cents (R); from above named points to Louisville, Ky. (destined south-east and Carolina territory).

Supplement 6 to I. C. C. No. 4901, January 21. Wheat (only), 15.75 cents; corn, oats, rye and barley (only), 14.5 cents (A), from Minneapolis, Minnesota Transfer, St. Paul and South St. Paul, Minn., to Atchison, Leavenworth, Kan., Kansas City and St. Joseph, Mo.

**Chicago, Rock Island & Pacific**

Supplement 84 to I. C. C. No. C6948, January 23. Flour from Lincoln, Neb., to Carsons, 13.35 cents; Des Moines, Fairfield, 15 cents; Griswold, Ottumwa, 14 cents, and Knoxville, Iowa, 15 cents (R).

Supplement to I. C. C. C9337, January 31. From Caldwell, Kan., to Little Rock, Ark., wheat 20 cents; corn, 18 cents; flax seed, 33½ cents; hemp seed, 36½ cents; millet seed, 33 cents; to Memphis, Tenn., wheat, 22½ cents (A); corn, alfalfa feed, alfalfa meal, 19½ cents; flax seed, 29½ cents; hemp seed, 32½ cents; millet seed, 29½ cents; to New Orleans, La., wheat, 30½ cents; corn, 27 cents.

Supplement 6 to I. C. C. No. C9505, February 1. Wheat, wheat flour, corn and corn flour, 10 cents, from St. Paul, Minneapolis, and Minnesota Transfer, Minn., to Ivanhoe, West Gary, Tolleston, Gary, Alco, and Gary, Ind. (R).

Supplement 84 to I. C. C. No. C7692, February 1. Corn, rye, oats and barley between Bean Lake and Armour, Mo., and St. Louis, Mo., Hannibal, Mo., East St. Louis, Ill., and rate points, 10½ cents (A).

Supplement 20 to I. C. C. No. C9446, February 1. Between Oakwood, Iowa, and Chicago Group, wheat

and wheat flour, 14½ cents; Peoria Group, wheat and wheat flour, 14½ cents; corn, 13.3 cents; Minneapolis-St. Paul Group, wheat, and wheat flour, 12.2 cents; corn, 10.3 cents.

I. C. C. No. C9631, February 1. Barley, corn, grain screenings, oat hulls, oats and rye, 22½ cents, and speltz (only), 24½ cents, from St. Paul, Minneapolis and Minnesota Transfer, Minn. (originating beyond), to Little Rock, Ark.; corn and oats from Des Moines, Iowa (originating beyond), to Little Rock, Ark., and rate points, 18 cents.

**Toledo, St. Louis & Western**

Supplement 23 to I. C. C. No. A176, January 13. Grain and products from Toledo, Ohio, to Holgate, Ohio, 5 cents; Bluffton, Ind., 7 cents; Veedersburg, Ind., 8 cents.

**Lehigh Valley**

I. C. C. No. B9577, January 15. Grain at and east of Buffalo, N. Y., to New York City (for export), wheat, 6 cents; rye, 5.75 cents; corn, 5.25 cents; barley, 5.25 cents; oats, 4 cents; flax seed, 6 cents per bushel.

I. C. C. No. B9581, January 15. Grain (for export) to Boston, Mass., at and east of Buffalo, N. Y., wheat, 6 cents; rye, 7.75 cents; corn, 5.25 cents; barley, 5.25 cents; oats, 4 cents; flax seed, 6 cents per bushel.

I. C. C. No. B9580, January 15. At and east of Buffalo, N. Y., to Port Richmond, Philadelphia, Pa. (for export), wheat, 5.70 cents; rye, 5.45 cents; corn, 4.95 cents; barley, 5.05 cents; oats, 3.80 cents; flax seed, 5.70 cents per bushel.

**Missouri Pacific**

Supplement 6 to I. C. C. No. A2229, January 24. Linseed oil from Sioux City, Iowa, to Atchison, Kan., Kansas City, St. Joseph, Mo., and Leavenworth, Kan., 16½ cents (R).

I. C. C. No. A2463, January 25. Flax and millet seed from Axtell, Baileyville and Seneca, Kan., to Sioux City, Iowa, 23.1 cents; millet seed from Sioux City, Iowa, to Carondelet, St. Louis, Mo., and East St. Louis, Ill., 27 cents; flour bran, oil cake and oil meal from Mankato, Minneapolis, Minnesota Transfer and St. Paul, Minn., to Atchison, Leavenworth, Kan., Kansas City, Mo., Nebraska City, Neb., 14 cents.

Supplement 1 to I. C. C. No. A2457, January 30. Bran from Lyons, Kan., to Parsons, Kan., 11½ cents (R); flour from Stafford, Kan., to Parsons, Kan., 13¼ cents.

I. C. C. No. A2464, January 25. Oat meal from Nebraska City, Neb., to Sioux Falls, S. D., 25 cents; wheat to be milled in transit at Mankato, Minn., from Amboy, Garden City, Lake Crystal, Minneapolis, and Vernon Center, Minn., to Nebraska City, Neb., St. Joseph, Kansas City, Mo., Atchison and Leavenworth, Kan., 25 cents.

**Atchison, Topeka & Santa Fe**

Supplement 6 to I. C. C. No. 6240, January 31. Flour between St. Paul, Minneapolis and Minnesota Transfer, Minn., and Joplin, Mo., and Pittsburg, Kan., 21 cents.

**Grand Trunk Pacific**

Construction Department Supplement 4 to I. C. C. No. A29, January 24. Barley, oats, wheat, 19 cents, and flax seed, 20 cents, from Burt, Archydale and Forgray, Sask., to Duluth, Minneapolis, Minnesota Transfer, St. Paul, Minn., and Superior, Wis.

**Minneapolis & St. Louis**

Supplement 6 to I. C. C. No. B80, February 1. Bran, chopped feed, corn meal, flour, gluten feed, meal, grain screenings and shorts from St. Paul, Minneapolis and Minnesota Transfer, Minn., to Fort Smith, Ark., 28 cents; oil cake and oil meal from St. Paul, Minneapolis and Minnesota Transfer, Minn. (originating beyond or from grain originating beyond), to East Smith, Ark., 26.5 cents.

I. C. C. No. B128, February 1. Wheat from Minneapolis, St. Paul and Minnesota Transfer, Minn. (originating beyond), to Havana, Forest City, Crescent, 13½ cents; Bloomington, Clinton, Springfield, Bloomington, Petersburg, Lincoln, Mason City, Havana, Ill., and other Illinois points, 13½ cents.

I. C. C. No. B127, February 1. Rye from Carver, Chaska, Eden Prairie, Hartland, Helena, Hopkins, Jordan, Kilkenny, Manchester, Merriam, Montgomery, Doyle, New Prague, New Richland, Otisco, Waseca and Waterville, Minn., to Cincinnati, Ohio, Evansville, Ind., Hamilton, Ohio, Jeffersonville, Ind., New Albany, Ind., Piqua, Ohio, 19½ cents; to Louisville, Ky., 20½ cents; flax seed from St. Paul, Minneapolis and Minnesota Transfer, Minn. (originating beyond), to Cairo, Ill., 18 cents; Cincinnati, Ohio, 18 cents; Cleveland, Ohio, 19½ cents; Detroit, Mich., 17½ cents.

**Chicago, Milwaukee & St. Paul**

Supplement 16 to I. C. C. No. B1355, February 1. Between Sheldon, Iowa, and Manilla, Iowa, wheat and flour, 10.28 cents; corn, rye, oats and barley, 8.56 cents; between Sioux City, Iowa, and Spencer, Iowa, wheat and flour, 8.8 cents; corn, rye, oats and barley, 7.35 cents; between same and Sheldon, Iowa, wheat and flour, 7.9 cents; corn, rye and barley, 6.45 cents.



# HAY, STRAW AND FEED

J. F. Garey will build a feed store at Carleton, Neb.

W. J. Kyger has opened a feed store at Vincennes, Ind.

Harley Kanally has opened a feed store in Edmond, Okla.

Saab & Hollis have opened a flour and feed store at Hominy, Okla.

S. S. Kelley has purchased the feed business of D. H. Binns at Donora, Pa.

The E. J. Bartlett Company has engaged in the feed business at Lansing, Mich.

Andrew La Rue, of Atalissa, Iowa, expects to open a feed store at Tipton, Iowa.

The J. H. & J. Koch Company has opened a new feed store at New Waterford, Ohio.

C. F. Selman has purchased the feed business of Morris & Hudson at Douglasville, Ga.

Fox Brothers have sold their feed business at Richmondville, N. Y., to C. A. Bunn.

George E. Porter has purchased the Holland feed business at Cedar Springs, Mich.

Shubert & Wingert, of Ottawa, Kan., have leased an additional building for their feed business.

David Moore has arranged to open a store at Qu'Appelle, Sask., for the sale of feed and flour.

H. S. Vreeland & Co., feed dealers at Los Angeles, Cal., have been succeeded by LaBovitz & Katz.

David Isaacman is now the sole owner of the Keystone Flour and Feed Company at Philadelphia, Pa.

J. Bresnahan has erected a new building at Chewelah, Wash., in which he will open a feed store.

The flour and feed business of Andrews & Hall at Lowville, N. Y., has been purchased by D. W. Andrews.

A new feed store has been opened at Ogden City, Utah, by P. C. Richardson, feed and commission merchant.

W. H. Ferguson plans to take over the business of the Crandon Flour and Feed Company at Crandon, Wis.

Barnard Andreu and R. D. Mickler have opened the San Sebastian Grocery and Feed Store at St. Augustine, Fla.

A burglar entered the feed and grain store of M. Matusoff at Dayton, Ohio, recently and secured a quantity of oats.

Walter Nicholson and F. D. Palmer have sold their feed store and flour mill at Fernwood, N. Y., to M. R. Barnes.

A flour and feed store has been opened at Prague, Okla., by Demo & Co., who will also conduct a general grain business.

Charles W. Wells became a member of the hay, grain and feed firm of Richard C. Wells & Co., at Baltimore, Md., on January 1.

The Pine City Milling Company of Pine City, Minn., has reopened its flour and feed store at that place with F. P. Gottry in charge.

Jos. Goldberg has built an addition to his feed warehouse at Rhinelander, Wis., and a feed mill, operated by electricity, has been installed.

The three-story brick warehouse at 100 Market Street, Pittsburgh, Pa., has been leased by Roger McDonald for his hay and grain business.

The J. H. Murphy Feed Company, of Chicago, has been incorporated with a capital stock of \$50,000. The incorporators are J. H. Murphy, A. E. Dennis and A. Bernum.

The Independent Feed Company has been incorporated at Brooklyn, N. Y., with a capital stock of \$30,000. The incorporators are J. R. Benjamin, C. T. Benjamin and E. F. Taber.

Brosius & Co. have re-opened their feed, seed and poultry supply business at Alliance, Ohio. They purchased the stock of W. H. Cox & Co., who have discontinued their business.

Articles of incorporation have been filed by the J. E. Hasbrouck Company, Inc., Modena, N. Y., capitalized at \$40,000, to deal in feed, grain, hay, farm produce, coal, etc. The incorporators are Jos. E. Hasbrouck, Jos. E. Hasbrouck, Jr., and Ida E. Hasbrouck.

The Des Moines Flour and Feed Company has been incorporated at Des Moines, Iowa, with a capital stock of \$50,000. The company will transact a general business in hay, feed, flour and grain. The officers of the new company are George Butcher,

president, and R. P. Purchase, secretary, treasurer and manager.

The Capital Feed and Grocery Company has been incorporated at Raleigh, N. C., with a capital stock of \$50,000. The incorporators are F. H. Phillips, O. B. Penny, Wm. A. Yost, W. M. Duncan, G. E. Moore, and others.

Following a protest against the use of the Main Street bridge at Lockport, N. Y., as a free hay market, the City Council ordered the practice stopped, and a city lot is said to have been designated for the purpose.

Wm. Gordon & Co., hay and grain dealers at Pittsburgh, Pa., have sold their leasehold on Pennsylvania Railroad property to Mackintosh, Hemphill & Co. The former company recently changed its location in that city.

The Independent Feed Company, Inc., has been organized at Brook Haven, N. Y., with a capital stock of \$30,000, to deal in feed, hay, etc. The incorporators are Edward F. Taber, Jesse R. Benjamin and Charlotte T. Benjamin, of Patchogue, N. Y.

Joseph Gregg & Son, of Atlanta, Ga., state on January 7, as follows: "Our market at Atlanta is coming out of a rut in hay which has lasted over 30 days on account of weather conditions making light feeding of hay. The purchases made by dealers at Atlanta accumulated right along, and it has been almost impossible to sell hay. The demand is now picking up, however, and stocks are begin-

ning to work down. We now quote our market for shipment from the West, either for prompt or scattered 30 days' shipment: No. 1 timothy hay, \$22; light clover mixed hay, \$20.50; No. 1 clover mixed hay, \$19.75; No. 1 clover hay, \$18.75."

The Dardis Lumber and Fuel Company, of Burlington, Wis., has added a flour and feed business to its activities. A new building has been erected to be used principally for the new business enterprise. The building is 32x120 feet on the ground.

C. E. Ruble, who has been engaged in the feed and grain business at Lancaster, Ohio, for the past 13 years, has severed his connection with the Ruble Feed and Grain Company, having been succeeded by Ernest Rowles, who will continue the business with W. E. Ruble, under the same firm name.

The Citizens' Coal and Feed Company of Cleveland, Ohio, has purchased an acre and a half of land at that place on which it will build a branch plant. It is said that temporary storage buildings will be erected at once, while next year it is probable that a feed store and coal sheds will be erected.

Albert Miller & Co. say of the Chicago hay market in January letter: "Arrivals of timothy again very light and with a holiday accumulation cleaned up market is working very strong. The better grades, that is, good two, No. 1 and choice selling at \$1 per ton higher. All grades, however, now in good demand with prospects of much higher prices during the coming two weeks. The outside trade also showing more life and there is an especially good demand for timothy with 25 to 30 per cent clover, half timothy and half clover also clear clover. The same conditions exist in the case of prairie. Arrivals light and especially better grades with a good demand. The straw market continues quiet. Offerings are lighter but demand is equally so. Alfalfa arrivals are light. Demand showing much improvements and especially shipping demand."

## FIRES-CASUALTIES

The elevator of O. Gandy & Co., at Denver, Ind., was slightly damaged by fire recently.

The seed store of A. V. Cawood at Robinson, Ill., was damaged by fire to the extent of \$200 on December 16.

Fire in the store of the Central Feed and Poultry Company at Sandusky, Ohio, resulted in a loss of \$300 recently.

Ellsworth Green was seriously injured while working with a gasoline engine in an elevator at Ray, Ind., last month.

The Updike Elevator at Friend, Neb., was recently destroyed by fire, together with more than 6,000 bushels of wheat.

The elevator at Ossining, N. Y., owned by Crow & Williams, was completely destroyed by fire on December 28, entailing a loss of \$30,000.

Damage estimated at \$50,000 resulted from a fire in the four-story brick grain elevator of Smith & Wallace at Newark, N. J., on January 4.

The Farmers' Elevator at Grand Harbor, N. D., together with 15,000 bushels of grain, was destroyed by fire recently, the loss amounting to about \$20,000.

Mike Rooney suffered painful injuries when he caught his hand in machinery in the Fields & Slaughter Elevator at Dell Rapids, S. D., last month.

The elevator of W. E. Bryant & Co., at Brockton, Mass., was badly damaged by fire on December 19, entailing a loss of \$10,000, fully covered by insurance.

Fire which destroyed the building of the W. H. Sarvis Hay and Grain Company at Cincinnati, Ohio, on January 6, caused a loss of approximately \$20,000.

The grain warehouse of Norris H. Rothschild at Woodville, Miss., together with a quantity of grain recently burned. The loss was \$4,000 with no insurance.

Fire within two blocks of the United States Capitol, damaged the hay and grain warehouse of William M. Galt & Co., at Washington, to the extent of \$100,000 on January 8.

Michael Flynn of Chicago was crushed to death on December 22 between the outer wall of a concrete grain elevator building at 4553 Lexington Street and a hoisting machine.

The elevator of the Andrews Grain Company at Elliott, N. D., was completely demolished by fire recently, supposed to have originated from a hot journal. About 40,000 bushels of grain were destroyed

and a coal shed, containing about 150 tons of coal, was also consumed.

The elevator of the Farmers' Elevator and Milling Company at Burns, Wyo., together with about 500 bushels of grain, was recently destroyed by fire. The loss was covered by insurance.

Early on the morning of December 23, the elevator at Garrison, Neb., owned by H. O. Schaaf, of David City, Neb., was destroyed by fire. The house contained about 13,000 bushels of grain.

Thomas Jones, aged 39 years, was probably fatally injured in the Ferger Grain and Hay House at Covington, Ky., on December 26, when an elevator on which he was riding fell to the basement of the building.

On December 22, Edward C. Speer's elevator at Roseland, N. J., was totally destroyed by fire, the loss amounting to \$8,000, fully covered by insurance. Locomotive sparks are believed to have caused the fire.

G. Levitt and H. Van Norman, employees of a grain company at Alma, Mich., nearly lost their lives on December 30, while taking inventory when a pile of sacks of grain toppled over on them, burying them under many pounds of bran.

The Farmers' Elevator at Milroy, Minn., was badly damaged by fire on December 16, the blaze resulting from a gasoline explosion. A bucket brigade saved the main part of the elevator but the office was completely destroyed. The loss was covered by insurance.

Last month fire broke out in the elevator of the John W. Bishop estate at Martinsburg, W. Va., and damaged the house and stock to the extent of \$20,000. Fifteen thousand bushels of cleaned wheat was ruined by fire and water. The loss was partially covered by insurance.

Owing to fireproof construction and the efficient work of the fire department, the plant of the Delaney Malting Company at Chicago, was saved a very serious fire on January 6, only one section having been damaged to any great extent. The fire was a spectacular one owing to its location in the upper floors of the house, which is a seven-story building. Very little grain was consumed, the entire loss amounting to about \$20,000. The fire originated in a kiln in which a quantity of grain was being dried. Although the malting floors were pretty well flooded with water, the machinery remains practically undamaged. Mr. Delaney stated that repairs will be made immediately and that he expects to have the plant in operation again



in two months with 30 to 40 additional horsepower in motors. Meantime, his other buildings will be able to take care of the business.

Fire destroyed the Cunningham Commission Company's building at Little Rock, Ark., last month, entailing a loss of \$60,000. The building and machinery were damaged to the extent of \$35,000, while the loss on the grain was \$25,000. There was insurance amounting to \$35,000.

The principal warehouse and stock room of Robinson Brothers, grain and hay dealers at Shreveport, La., was destroyed by fire on December 14, the loss amounting to \$60,000. Included in the loss also were 15 freight cars loaded with feedstuffs. The loss is partially covered by insurance.

The hay warehouse at East St. Louis, Ill., operated by J. W. Shaw, but owned by the Traders Elevator Company, was destroyed by fire last month. The loss on the building was about \$3,000, while the house contained approximately 300 tons of hay, valued at about \$20 a ton. Both building and contents were insured.

Wm. Van Camp, an employe in the plant of the Cleveland Grain Company at Sheldon, Ill., was the victim of a fatal accident while at work in the house on December 23. He was a member of the night shift and had climbed up about 20 feet to adjust some machinery when he fell. He died several hours later.

A hay shed, containing 100 tons of hay and 50 tons of bean straw, owned by A. E. Coultas and located at Oxnard, Cal., was destroyed by fire last month, causing a loss of about \$3,000, partially covered by insurance. Tramps are supposed to have been responsible for the conflagration. The stock was entirely consumed.

The large warehouse of Joseph Gregg & Son on the Southern Railway at Atlanta, Ga., containing a heavy stock of hay and feed in storage, was entirely destroyed by fire on December 28. The company's office, which was located in the warehouse was also consumed with all its contents except a fireproof safe. The firm is now located in the National Bank Building, rooms 1101-2, and ready for business.

## GOVERNMENT CROP REPORT

The review of the crop year, as furnished by the Department of Agriculture in its last report, shows large yield and big returns. The principal crops for the last five years have been as follows:

Wheat. (,000 omitted.)				
	Acres harvested.	Yield per acre.	Production. Bushels.	Farm value. Dollars.
Winter ...	31,699	16.5	523,561	.....
Spring ....	18,450	13.0	239,819	.....
Total, 1913.	50,149	15.2	763,380	.....
1912 .....	45,814	15.9	730,267	.....
1911 .....	49,543	12.5	621,338	543,063
1910 .....	45,681	14.1	635,121	561,051
1909 .....	46,723	15.7	737,189	673,653
Corn.				
1913 .....	105,820	23.12	2,446,988	.....
1912 .....	107,083	29.2	3,124,746	.....
1911 .....	105,825	24.0	2,531,488	565,258
1910 .....	104,035	27.4	2,886,260	384,817
1909 .....	108,771	25.5	2,772,376	477,223
Oats.				
1913 .....	38,399	29.2	1,121,768	.....
1912 .....	37,917	37.4	1,418,330	.....
1911 .....	37,763	24.0	922,298	414,663
1910 .....	37,373	31.9	1,180,513	408,388
1909 .....	33,204	30.3	1,007,353	405,120
Barley.				
1913 .....	7,499	23.8	178,189	.....
1912 .....	7,530	29.7	223,824	.....
1911 .....	7,627	22.8	160,240	139,182
1910 .....	7,743	22.4	173,832	100,426
1909 .....	7,001	24.3	170,284	93,526
Rye.				
1913 .....	2,557	16.2	41,381	.....
1912 .....	2,117	16.8	35,664	.....
1911 .....	2,127	15.6	33,119	27,557
1910 .....	2,185	16.0	34,897	24,953
1909 .....	2,006	13.4	32,239	21,164
Flaxseed.				
1913 .....	2,291	7.8	17,853	.....
1912 .....	2,851	9.8	28,073	.....
1911 .....	2,757	8.0	19,370	35,272
1910 .....	2,467	4.5	12,718	29,472
1909 .....	2,083	9.0	19,513	29,795
Hay (tons).				
1913 .....	48,954	1.31	64,116	.....
1912 .....	49,530	1.50	72,691	.....
1911 .....	48,240	1.14	54,916	694,570
1910 .....	45,691	1.33	60,978	747,769
1909 .....	45,744	1.42	64,938	689,345

Grain shared honors with iron in comprising the bulk of Chicago's lake commerce for 1913.

# FIELD SEEDS

C. C. Norton's Sons, of Greenfield, Ohio, recently installed a seed cleaner.

J. F. Summers has sold his seed business at Malvern, Iowa, to A. R. Hamlin.

Th Charles H. Lilly Company of Seattle, Wash., has moved into its new plant, which includes a seed and grain warehouse.

The Merchants' Seed Company of Lexington, Miss., has closed its business for the season, following a very successful year.

Blamberg Brothers, Inc., have opened a new seed and feed business at Baltimore, Md., in a five-story warehouse on North Street.

H. E. Krueger, of Beaver Dam, Wis., the well-known pure-bred grain champion, recently shipped 250 bushels of grain to South Rhodesia, British South Africa.

The Oklahoma Nursery and Seed Company has been incorporated at Muskogee, Okla., with a capital stock of \$10,000. The incorporators are Walter and Webster Van Allen and C. L. Stoner.

The Johansen Seed Company, of Arroyo Grande, Cal., has removed its quarters to Los Angeles County, Cal., where it has secured a tract of land about 10 miles from the city of Los Angeles.

A movement which aims at securing from Congress a special appropriation to provide farmers in the flooded districts of Texas with seed for their next year's planting was launched at Houston, Galveston, Dallas and other points last month.

The Bad Axe Grain Company, of Bad Axe, Mich., will install a laboratory and seed testing department in its offices. The company will send a man to Lansing, Mich., to take a course of laboratory work in seed analysis at the Agricultural College.

It is reported that the practice of seed distribution by congressmen has been losing in favor so noticeably in some districts that certain members of the Legislature have announced that no seeds will be sent out this year except to those actually requesting it.

F. W. Waite, commissioner of horticulture for Imperial County, Cal., has been giving special attention to the examination of seeds for next year's planting. Consignments of alfalfa seed are rejected when they do not measure up to the standard of purity required.

Darling & Beahan, seed merchants at Petoskey, Mich., have received their annual supply of seed catalogues amounting to about 75,000 books, which will be distributed extensively, the greater portion going to the states of Michigan, Indiana, Illinois and Pennsylvania.

Articles of incorporation have been filed by the Gorman-Gammill Seed and Dairy Supply Company, of Birmingham, Ala. The capital stock is \$10,000, and the officers are J. B. Gorman, president; C. K. Gammill, vice-president, and J. B. Gammill, secretary and treasurer.

The Russell-Miller Milling Company of Minneapolis, Minn., has purchased 100,000 bushels of Marquis wheat from the Canadian experiment department at Indian Head, Sask., which it will sell to farmers in the vicinity of Mandan, N. D., for seed, to increase their yields.

It is stated that Lee Philipps, a farmer near Three States, Ky., made good his loss on recent crop failures by raising sunflowers for seed. His corn crop was ruined by floods, and, as an experiment, he tried a sunflower crop. It is said that the harvest of seeds brought him \$1,800.

An American consular officer in the Far East reports that a resident of his district desires to be put in communication with American dealers in seeds, his intention being to import such seeds. The consular officer is of the opinion, however, that no very extensive business can be built up through this connection. The address may be obtained from the Bureau of Foreign and Domestic Commerce, Washington, D. C. The file number is 12174.

The A. A. Berry Seed Company, of Clarinda, Iowa, has completed its new plant and the well-equipped establishment has been placed in operation. It consists of two three-story buildings, one 130x30 feet on the ground and the other 100x40 feet, together with a double crib, 110 feet in length. The building site includes three acres, providing ample room for further enlargements. The office is located in one of the large brick buildings and is equipped with a fireproof vault. An important feature of the plant is the printing department, where all catalogues and other printed matter are prepared, under the supervision of A. A. Berry. The greater part of the buildings is given over to the storage and

handling of seeds and for this purpose the plant has been equipped with up-to-date seed cleaning machinery, scales, conveyors, etc. Electricity is used for motive power and the buildings are steam heated.

## KENTUCKY BLUEGRASS SEED

Bluegrass seed is an important crop in some sections of the Middle West. Some years ago the bluegrass crop was practically confined to the east central part of Kentucky, but the center of the bluegrass industry has moved westward until it reposes comfortably in the northwestern part of Missouri, Gentry County being the principal producing terri-



BLUEGRASS SEED IN THE DRYING YARD

tory and King City the chief shipping point, 100,000 bushels of Kentucky bluegrass seed having been shipped from this point last year.

The seed harvest in northern Missouri starts about June 5, and continues for two or three weeks. During this period more than 200 power machines drawn by horses and innumerable hand strippers are at work around King City, and for the short season men, women, and children take part in the harvesting of the crop. On the power machines, which resemble a header, men and team receive \$3.50 to \$4 per day with meals and tent room for the man and feed for the horses. Boys and girls



A VALUABLE LOAD OF SEED

can make from \$1.25 to \$2.50 per day with the hand strippers.

As a rule the crop is sold in the stand, the purchaser harvesting the seed crop. For this privilege he pays from 50 cents to \$2.50 per acre, depending on the quantity and quality of the grass. The yield is from 8 to 20 bushels per acre, 12 bushels being a fair average. The price paid for green seed as it comes from the fields is about 35 cents per bushel of 14 pounds.

The seed has to be handled with the greatest of care or it loses a large part of its germinating power. From the stripping machines it is put in sacks in which it is carried to the drying yard. This consists of a level tract of land of an acre or more which has been closely clipped. The seed is emptied from the sacks and spread over this yard to a depth of several inches. From day to day the seed is stirred and turned until it is thoroughly dried, then it is taken into warehouses where it is cleaned and stored.

There is, of course, great danger of adulteration in gathering the crop. The extent of this danger is indicated in a bulletin from the Bureau of Plant Industry in which it is stated that out of 499 samples of Kentucky bluegrass examined, 62 were found to be adulterated or misbranded, 36 samples contain-



ing less than 3 per cent of Kentucky bluegrass. The chief adulterants are found to be Canada bluegrass, redtop, timothy, rye grass, and crested dog's-tail.

Most of the bluegrass seed harvested is sacked for export trade, the principal part going to central Europe where the climate resembles that of central United States, as a temperate climate where there is plenty of rainfall is best for the crop. Unlike many of the other grasses, Kentucky bluegrass does not grow in uneven tufts, but spreads by a creeping root system, and thus forms a perfect sod. The panicles or seed heads are widespread and from 2 to 5 inches in length, the culms or stems are round and hollow and the leaf grows abundant. This grass is quite early and in northern sections sometimes known as June grass.

#### NEW YORK SEED INSPECTION

About a year ago a seed law became effective in New York state, which called for the inspection of seeds to ascertain adulteration present in samples obtained in the open market. The samples were secured from dealers and sent to the New York Agricultural Experiment Station at Geneva, where the seeds were weighed and counted, so that the percentage "by count" as required by the law, could be ascertained. The counting process is exceedingly tedious and an effort was made to establish standards of "count by weight," but this was found impossible as the weight was found to vary so greatly.

During the latter part of 1912, 125 official samples were examined and one-fifth were found to be below the standard set by the law, which requires that the presence in agricultural seeds of more than 3 per cent of foul or foreign seeds must be plainly indicated by a label on the seed package. Of the ordinary weed seeds found in the inspection, 3 per cent by count would involve the sowing of 125,000 weed seeds in the 20 pounds of alfalfa seed used on an acre.

In addition to the official samples, 1,100 samples sent in by correspondents were examined and many cases of adulteration were found. Of 621 samples of alfalfa, 13 contained yellow trefoil and undesirable matter beyond what would be present naturally. Of the 14 samples of hairy vetch examined, 12 contained seeds of other vetches as an adulterant. The percentages of dodder-infested samples were also increased over those found in 1911, as 13 per cent of the alfalfa samples and 19 per cent of those of red clover contained seeds of this harmful weed.

Of 11 alfalfa samples tested for adulteration by counting, all were found well within the law, the highest percentage of other seeds found being less than one-half of one per cent. With alsike clover, five of the 13 samples contained more than three per cent of foreign seeds. Five samples of Kentucky blue grass contained very little other seed, while five samples of red clover out of 17 were over 99 per cent pure, three others over 98 per cent, the others ranging down to 92 per cent. Nearly 60 samples of timothy were examined, of which only four showed an excess of foreign seeds.

#### SEEDS ADVERTISED UNDER NEW NAMES

The efforts of the Government to protect seed buyers by the issue of bulletins have recently been demonstrated in the case of two widely advertised beans. The pamphlets, which are issued from Washington and the State Agricultural Schools and Experiment Stations, are not read as widely nor as carefully as they should be, and many farmers will figure this neglect in dollars and cents in the present instance. Both of the beans referred to have been written up in the reports, and although the names have been changed, the careful description which was given would permit of identification.

One of these beans, says the U. S. Dept. of Agriculture, is being advertised under the name of the Shahon pea, with the absurd claim that on three

and one-half acres this plant produced seventy tons of hay and three hundred and fifty bushels of seed.

The Shahon pea is nothing more nor less than the plant properly known as the Asparagus bean, or Yard-long bean. It is a close relative of the cowpea—in fact, by most botanists considered a mere variety. In exceptional tests with upwards of twenty varieties of Asparagus bean, this Department reached the conclusion that none of them could possibly compete with the better varieties of cowpeas as a forage crop. The stems, as a rule, are much more slender and vining, and the long pods, which lie on the ground, can not be harvested by machinery. None of these twenty varieties is as productive, either in herbage or in pods, as the better varieties of cowpeas.

The Asparagus bean derives its name from the fact that the young green pods, when used as a vegetable have somewhat the flavor of asparagus. As a vegetable, the Asparagus bean may come into somewhat more general use than it has in the past, but as a forage crop it has but little merit. Seed of the Shahon pea, which apparently is the commonest variety of Asparagus bean—namely, that having pinkish-buff seeds—is offered by the advertisers at \$5.00 per pound. The same variety is offered by seedsmen in France, where the bean is more or less commonly grown, for 25c a pound.

Another plant which has been thoroughly tested, both by the Department and the experiment stations—namely, the Jack bean—is also being extravagantly advertised under the name of the Giant Stock Pod Bean, or the Wataka Bean, the seed being quoted at \$15.00 per bushel. While the Jack Bean produces an enormous amount of beans per acre, they are not relished by stock, and no satisfactory means of utilizing them has yet been discovered.

## Grain and Seeds

#### TIMOTHY SEED FOR SALE

Large or small amounts. Write for prices and sample. J. M. SCHULTZ, Teutopolis, Ill.

## SEEDS

#### SEEDS FOR SALE

Medium and mammoth clover seed. Send for samples. A. B. COHEE & CO., Box 6, Frankfort, Ind.

#### FOR SALE

Seed corn dried in a furnace heated seed house, also clover and Soy beans. E. G. LEWIS, Media, Henderson Co., Ill.

#### SEED CORN FOR SALE

I have 4,000 bushels Reeds Yellow Dent at \$3.50 per bushel. Orders filled as received. CLARENCE T. WALTON, Thomasboro, Ill.

#### WANTED

Clover seed and clover tailings. Bad buck-horn lots our specialty. Send fair average samples with lowest prices. C. C. NORTON'S SONS, Greenfield, Ohio.

## SEEDS WANTED

We solicit correspondence from shippers or dealers who are in position to offer us, or can secure for us, Timothy, Red, Alsike or Alfalfa, Clover, Millet, Red Top or other Field Seeds. Write us, with crop news, samples, and other information as to production of seed and approximate values in your section. Please refer to this advertisement.

#### ILLINOIS SEED CO.

1521-1535 Johnson St.

CHICAGO, ILL.

## SEEDS

Grain, Clover and Grass Seeds,  
CHAS. E. PRUNTY,  
7, 9 and 11 South Main St. SAINT LOUIS

## The ALBERT DICKINSON COMPANY

### GRASS SEEDS FIELD

To Meet Demands Of

## PURE SEED LAWS

Chicago

Minneapolis

## Buy Our Celebrated BADGER BRAND



Selected Seeds  
and  
Seed Corn

Alfalfa  
Red Clover  
Alsike Clover  
White Clover

Always  
Reliable

# SEED SEED CORN

Timothy  
Peas  
Vetches  
Rape

Best  
Results

## L. Teweles & Company

Milwaukee,

Established 1865

Wisconsin

Pioneer Distributors of Pure Seeds

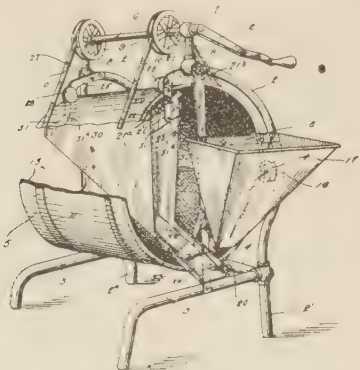


## GRAIN TRADE PATENTS

Issued on December 30, 1913

Conveyor.—Michael J. Gibbons, New Orleans, La. Filed February 24, 1913. No. 1,083,083.  
Wild-Oats Separator.—William H. Klauer, Dubuque, Iowa. Filed April 30, 1913. No. 1,082,879. See cut.

Claim.—In a wild oats separator, a suitable supporting frame, a shaft journaled therein, a rotatable inclined drum, means for supporting and turning said drum from said shaft, arms permanently connected with said supporting frame provided with slots therein, a roller member adjustably supported in the slots in each of said



arms in an adjustable relation, adapted to bear upon the outer surface of the drum, a tangle frame comprising end sections and cross wires, the plural series arranged in arc shape, the latter spaced apart distances less than the normal length of the grains adapted to be elevated and adapted to engage the latter for dislodgment, means for supporting the tangle frame in an adjustable relation, with the slots of the aforesaid arms, an inclined delivery chute formed in a single piece, its upper edges lying in close proximity to the interior surface of said drum, and embracing said tangle frame, and an auxiliary chute secured to first named chute, at one side thereof and extending on an incline parallel to a position short of the upper end of said drum.

Mechanism for Treating the Straw of Flax and the Like.—Bertrand S. Summers, Port Huron, Mich., assignor by mesne assignments, to Summers Linen Company, Port Huron, Mich., a corporation of Maine. Filed March 24, 1906. No. 1,082,778.

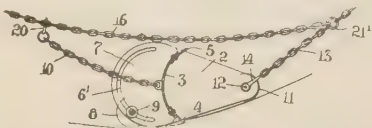
Issued on December 23, 1913

Process of Manufacturing Alimentary Products from Soy-Beans.—Fritz Gossel, Stockheim, Germany. Filed November 7, 1912. No. 1,082,118.

Pneumatic Conveyor.—Edward Thompson Diden, Prattville, Ala., assignor of one-half to Samuel John Nummy, Prattville, Ala. Filed May 5, 1913. No. 1,082,113.

Drag Scoop or Bucket.—Franke L. Parker, New York, N. Y. Filed Jan. 30, 1909. No. 1,082,438. See cut.

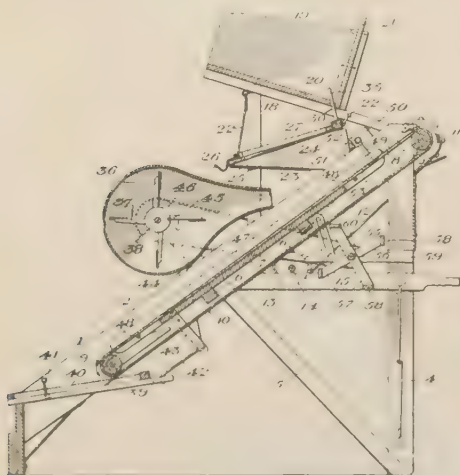
Claim.—In a drag scoop the combination of an elongated rigid body rounded at its rear, a rearwardly concaved transverse collecting wall fixedly located between



the body ends, a projecting cutter at each end of said wall, a draft attachment at the front of the body, rollers at the front end of the body, a rear draft attachment, and shiftable rear rollers fitted by means of deviating guide surfaces to raise the cutters when the scoop is drawn by rear draft.

Issued on January 6, 1913

Grain-Separator.—Leopold De Vos and Anton F. Sanders, Minnesota. Filed July 17, 1913. No. 1,083,437. See cut.



Claim.—A grain separator comprising a supporting frame, a separating apron operatively mounted therein,

an apron agitating frame comprising side bars, rods connecting said bars and adapted to be brought into forcible engagement with the lower face of the upper stretch of the apron, levers pivotally connected to the apron supporting frame and having a pivotal connection at their upper ends with the side bars of said apron agitating frame, longitudinally slotted supporting blocks having an adjustable connection with said supporting frame, links connecting the upper ends of the apron agitating frame with said blocks whereby the

upper end of the frame is adjustably supported with respect to the upper stretch of the apron.

Dust Collector.—Frank J. Matchette, Milwaukee, Wis. Filed October 15, 1904. No. 1,083,408.

Issued on December 9, 1913

Bean Assorter.—Ray F. McWilliams, Barryton, Mich. Filed April 3, 1912. No. 1,080,988.

## OBITUARY

Augustus H. Hovey, for many years connected with the Chicago Board of Trade, passed away at Los Angeles, Cal., recently. Mr. Hovey was 84 years of age.

J. M. Jurgenson, manager of the St. Anthony & Dakota Grain Company at McIntosh, Minn., for the past 15 years, recently died from an attack of typhoid fever.

While marching in a funeral procession last month, P. J. Corwin, a grain dealer at Belle Center, Ohio, dropped dead from heart failure. Mr. Corwin was 68 years of age.

Joseph G. Evans, aged 69 years, passed away at his home in Haddonfield, N. J., on December 20, after a prolonged illness. Mr. Evans was a flour and grain dealer.

Edward C. Heald, formerly president of the Chamber of Commerce at Baltimore, Md., and for many years well known in the grain trade, died on December 30, aged 58 years.

George W. Hickox, of G. W. Hickox & Son, grain dealers at Batavia, N. Y., recently passed away at the age of 65 years. He had been engaged in the grain business for the past 12 years.

Thomas J. Haybarker, for many years a well-known hay shipper, passed away at Pittsford, Mich., last month. The business conducted by him will be continued under the same name, with E. J. Newell in charge.

John S. Hayes, former flour and grain commission merchant at Baltimore, Md., passed away last month, aged 78 years. Mr. Hayes retired from business activities in 1898, but was previously connected with the firm of Hayes & Johnson.

Claude Fisher, aged 45 years, proprietor of elevators in Van Wert and Cavett, Ohio, passed away at his home in the latter place on December 15, following an illness from tuberculosis. He is survived by his wife, four sons and four daughters.

H. T. Errikson, for 12 years manager of the Atlantic Elevator at Hoffman, Minn., was found dead in his office on December 17, with a bullet wound in his head. Although no cause can be ascribed for the act, it is believed that he committed suicide.

Albert J. Dings, for many years a hay dealer in New York City, died last month at that place, aged 73 years. Mr. Dings was extensively engaged in business on Hudson River Barges a number of years ago and was favorably known and respected by the trade.

Sig Levey, well-known in connection with the Chicago Board of Trade for the past 40 years, died at his home in Chicago recently following a two days' illness from gastritis. Mr. Levey was 54 years of age and for 16 years was with the firm of Logan & Bryan.

Sylvester Smith Cargill, president of the Victoria Elevator Company, and one of the most prominent members of the Minneapolis Chamber of Commerce, died of apoplexy at his home in Minneapolis, on December 20. Mr. Cargill was one of four brothers who for a half century have been actively identified with the grain trade of the Northwest. He was born at Port Jefferson, Long Island, in 1848, and when four years of age removed with his parents to Janesville, Wis., where they took a claim. In 1869, he went to La Crosse, Wis., where he bought grain for his brother, W. W. Cargill, and five years later he started a grain business for himself at Northwood, Iowa. He went to Minnesota in 1880 and established the firm of Bagley & Cargill at Albert Lea. About five years later he went to Minne-

apolis, where he continued in the grain trade, and in 1889 incorporated the Victoria Elevator Company, of which he was president. Mr. Cargill is survived by his widow, two sons and a daughter.

L. E. Mason, senior member of the brokerage firm of L. E. Mason & Son, Lynchburg, Va., died at his home on January 2, following a brief illness. Mr. Mason had been engaged in the brokerage business for 23 years and was highly esteemed by all who knew him.

George Knowles, Sr., who had been engaged in the brokerage business at Milwaukee, Wis., for many years, died December 23, aged 60 years. Mr. Knowles was a well-known member of the Milwaukee Chamber of Commerce, having been connected with that body since 1876. He is survived by his widow and five children.

Beers Clarke, manager of the St. Anthony Elevator Company, died at Minneapolis, Minn., on December 21. Mr. Clarke was 52 years old and well known among the grain and flour trade throughout the Northwest. For 30 years he had been connected with the Washburn-Crosby Flour Company. He leaves a wife and one son.

Greenberry W. McCray, grain dealer at Kentland, Ind., died recently at his home in that place. He had been associated with his son, Warren T. McCray, in the grain business for the past 12 years. His son was formerly president of the Grain Dealers' National Association. Mr. McCray was 75 years of age and had been failing in health for a year.

## YOU are interested in Cincinnati —as—

it is the best cash market  
in the country for Hay  
and Grain, but you must

**Consign**  
to get best results.

Our business is strictly  
commission and we guar-  
antee satisfactory service.

A copy of actual trans-  
actions in the Cincinnati  
market will be sent daily  
upon request.

**The Fitzgerald Bros. Co.**

Members the Cincinnati Chamber of Commerce

CINCINNATI - - OHIO

Edward P. McKenna

John A. Rodgers

**McKENNA & RODGERS**  
COMMISSION MERCHANTS

Grain and Provisions, Shippers of Corn and Oats

61 Board of Trade, CHICAGO

Consignments given  
Special Attention

Phone  
Harrison 7228

Orders in Futures  
carefully executed



**For Sale**

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

**ELEVATORS AND MILLS****FOR SALE**

Elevator, corn crib, coal house, office and scales. For further particulars inquire of ISAAC MARKS, Troy Grove, Ill.

**ELEVATOR FOR SALE**

In southwest Iowa, 25,000 bushels' capacity. In good shape in every way. Reason for selling, to settle estate. Write BOX 93, Shenandoah, Iowa.

**ELEVATOR FOR SALE**

A 60,000-bushel grain elevator, good business, good location. Built seven years. Price \$10,000 cash on easy terms. BOX 372, Winamac, Ind.

**HOW TO SELL YOUR ELEVATOR**

If you wish to sell your elevator promptly and quietly, write me, giving all the information. Must be worth the money. JAMES M. MAGUIRE, Campus, Ill.

**ELEVATORS FOR SALE**

Have a nice lot to select from at prices from \$2,000 up. Write and let me know how much you wish to pay. Am sure I can suit. JAMES M. MAGUIRE, Campus, Ill.

**FOR SALE**

Elevator, grain and coal business in northern Illinois town. Handles 350,000 bushels grain and 1,200 tons coal annually. For particulars, address ILLINOIS, Box 10, care "American Elevator and Grain Trade," Chicago, Ill.

**TWO ELEVATORS FOR SALE**

A 15,000-bushel elevator, good warehouse and large storeroom, splendid feed business and nice residence in best German Catholic settlement in Kansas. Also 12,000-bushel elevator, large hay barn and feed house, also feed lots. Can include nice residence and tract of ground, if desired. Will sell both properties together or separately. They are located in good size towns close to Wichita, the coming grain market of the Southwest. Both elevators are in fine condition with new engines. Best prospects for a wheat crop in years. Now is the time to get into a good business. Reason for selling, owner has too many other interests to look after. LOCK BOX 854, Wichita, Kan.

**MACHINERY****FOR SALE**

One 25-horsepower gasoline engine in good repair, manufactured in Fort Wayne. Engine can be seen at Broughton, Ohio. For further information write AXEL WHITE, Broughton, Ohio.

**FOR SALE**

One 25-horsepower Alamo Gasoline Engine; one 60-horsepower Russell, and one 70-horsepower Erie City Steam Engine; two 66-in x 16-ft. Erie City Boilers. E. E. McCARTNEY, Calla, Ohio

**FOR SALE**

Machinery and equipment complete of 1,500-barrel mill, Nordyke & Marmon Sifter System; is all nearly new, having been used only two years. Will sell all together, or any part of same. The equipment includes 150-horsepower Hamilton Corliss Engine and one 1,000-horsepower Reynolds Corliss Engine, vertical. HARTZ MACHINERY CO., 607 Arch St., Philadelphia, Pa.

**MACHINERY****MOISTURE TESTER FOR SALE**

One 6-burner Hess Corn Tester complete with a Hess Balance. Has been used once, and is in good order, clean and new. Have no further use for same. JESSE LOWE, Beardstown, Ill.

**FOR SALE**

16-horsepower horizontal Badger Engine.....\$265  
18-horsepower horizontal Otto Engine..... 235  
25-horsepower horizontal Pierce Engine..... 285  
BADGER MOTOR CO., Milwaukee, Wis.

**FOR SALE CHEAP**

Two million feet elevator cribbing, timbers, joist and boards. Two thousand sash and doors, all sizes. Our prices will surprise you. Write us at once for estimate. RUEL LUMBER CO., 7337 Stony Island Ave., Chicago, Ill.

**FOR SALE CHEAP**

One 100-horsepower Harris Corliss Engine, in perfect condition.

One 150-horsepower Allis-Chalmers Corliss Engine, as good as new.

Two 100-horsepower E. McAleenan Boilers, in good condition.

One 100-horsepower Fairbanks & Morse Boiler, in good condition.

Two water heaters.

One Union Steam Pump.

One American Steam Pump.

Two Advance Steam Pumps.

One No. 2½ Invincible Grain Scouring Machine, 75 to 90 bushels' capacity.

One No. 2 Invincible Dustless Milling Separator, 75 to 90 bushels' capacity.

Exhaust and steam traps.

Two Eureka Magnetic Separators.

Four stands 12x30-in. flaking rolls, new.

Three 18x24-in. Nordyke & Marmon water cooled flaking rolls.

One Knife Grinder.

Two Steam Jacketed Tanks.

A number of Cast Iron and Steel Blowers and Fans, both American and Buffalo make.

Steam Coils and other miscellaneous articles used in Cereal Plants.

For price and information, write ADOLPH JOHNSON, 2 Elizabeth Block, Battle Creek, Mich.

**Miscellaneous  
Notices**

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

**FLOUR AND MILL FEEDS**

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

**WISCONSIN LANDS FOR SALE**

Can furnish retired business men, clerks, bookkeepers and others fine farms, five acres and up to 1,000, near railroad stations and good markets, cheaply and on easy payments. Write for particulars to STEPHENSON LAND & LUMBER CO., Oconto, Wis.

**FREE WAGNER PROVISION**

Forecast covering the 1913-14 packing situation. The Wagner Letter covering all speculative markets. "Impressions of World Prosperity," by Joseph Wild, Editor of the Wagner Letter. Sent on request. Mention this journal.

E. W. WAGNER & CO., Board of Trade  
CHICAGO  
ESTABLISHED 1 CENTURY

**MISCELLANEOUS NOTICE****WANTED**

Information regarding good elevator or mill for sale. Send description and price. NORTHWESTERN BUSINESS AGENCY, Minneapolis, Minn.

**HAY AND GRAIN WANTED.**

All grades of wheat, corn, oats, hay, straw, milling buckwheat, bran, middlings, reddog, potatoes, cabbage, onions and apples. C. T. HAMILTON, New Castle, Pa

**FOR SALE OR TRADE**

Desirable 10-room, gray stone front residence, in best residence section of Chicago, Kenwood. Modern and complete in all respects. Close to Illinois Central suburban and electric street lines, 15 minutes to the city. Having left Chicago will sell same at bargain or trade for central Illinois land or desirable country elevator in central Illinois. Price \$9,000. CENTRAL ILLINOIS, Box 11, care "American Elevator and Grain Trade," Chicago, Ill.

**BAGS****FOR SALE—BURLAP BAGS OF EVERY KIND**

New or second-hand, plain or printed with your brand; seamless cotton grain bags; sample bags; burlap, cotton, sheeting, or paper for car lining, etc.

Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

**ROOFING AND SIDING****THE SYKES COMPANY**

930 West 19th Place, Chicago

**MAKERS OF  
FIREPROOF WINDOWS**

WE manufacture all gauges of corrugated iron, either painted or galvanized. We make Patent Cap Roofing, Roll Cap Roofing, "V" Crimped Roofing, Metal Ceilings, etc., etc.

We make a specialty of

**Corrugated Iron and  
Metal Roofing  
For Grain Elevators**

And take contracts either for material alone or job completed. Write us for prices. We can save you money.

**Workmen's Compensation or  
Employer Liability Insurance****Protects you from**

liability imposed upon you by the Illinois Workmen's Compensation Law. Write for rates and information.

**BALSLEY BROS.**

GENERAL INSURANCE AGENCY,  
SPRINGFIELD, ILLINOIS

**PATENTS**

TRADE MARKS, COPYRIGHTS  
AND CORPORATIONS

**RICHARD J. JACKER**

PATENT ATTORNEY  
ESTABLISHED 1892

Monadnock Block CHICAGO, ILL.



## GRAIN RECEIVERS

## TOLEDO

When "Seedy"

Try

**C. A. KING & CO.**

Toledo Leads World

**"SEND IT TO ZAHM"**

THAT Consignment of Wheat, Oats, Corn or Seed.  
THAT Order for Futures—Toledo or Chicago.  
TOLEDO is the real market for Red Clover,  
Alsike and Timothy futures.

**J. F. ZAHM & CO.**

TOLEDO (Here since 1879) OHIO

ASK FOR OUR DAILY RED LETTER—FREE

**JOHN WICKENHISER & CO.**

Wholesale Grain Dealers

TOLEDO, OHIO

We make track bids and quote delivered prices.  
Solicit consignments of Grain and Clover Seed.  
Members Toledo Produce Exchange and Chicago  
Board of Trade



Oats Are Our Specialty

**The Paddock Hodge Co.**

Receivers—TOLEDO—Shippers

**H. W. DE VORE & CO.****Wheat, Corn, Oats, Seeds**

OUR unexcelled service is the result of twenty-six years experience in the grain business in this market. SEND us your consignments and orders in futures.

PRODUCE EXCHANGE, Toledo, Ohio  
Members Toledo-Chicago Exchanges.

## KANSAS CITY

R. J. THRESHER, Pres. L. A. FULLER, Sec'y  
**THRESHER-FULLER GRAIN CO.**

Grain Commission Merchants

CONSIGNMENTS SOLICITED

Grain Bought and Sold for Future Delivery

311-14 Board of Trade KANSAS CITY, Mo.

## PITTSBURG

Sizing up Pittsburg Market?

THINK OF

**H. G. MORGAN, "The Pittsburg  
Hay Man"**  
727-729 Grain Exchange, Pittsburg, Pa.

**HAY—Ear Corn, Oats—HAY**

IN THE ONE SPOT 45 YEARS

**Daniel McCaffrey's Sons Co.**

Leading Hay and Grain Dealers

Pittsburg - - - Pennsylvania

**D. G. Stewart & Geidel**

GRAIN, HAY and FEED  
RYE A SPECIALTY

Office 1019 Liberty Street Pittsburg, Pa.  
Proprietors Iron City Grain Elevator. Capacity 300,000 bu.

**W. F. Heck & Company**

RECEIVERS AND SHIPPERS IN CAR LOTS  
MIXED CARS OUR SPECIALTY

**Grain, Hay, Straw and Mill Feed**

Room 727, Wabash Bldg., Pittsburgh, Pa.

Members: National Hay Association Use Robinson's  
Grain Dealers' National Association Code.  
Pittsburgh Grain and Flour Exchange

**Samuel Walton Co.**

HAY GRAIN MILL FEED  
Split Cars Corn and Oats a Specialty

CAR LOADS ONLY

No. 8 Wood Street, Pittsburgh, Pa.

Established 1879

**J. W. SMITH & COMPANY**

Pittsburgh, Pa.

Offer the very best facilities for the market-  
ing of corn and oats. We work interior  
points exclusively.

## LANCASTER

**DO YOU REALIZE**

That country trade always pays you  
best in every way?

We work a large country business.  
See the point?

JONAS F. EBY &amp; SON, LANCASTER, PA.

## BALTIMORE

**CHAS. ENGLAND & CO.**

RECEIVERS OF

**GRAIN and HAY**

308-310 Chamber of Commerce  
BALTIMORE, MD.

## BUFFALO

L. S. CHURCHILL, President  
G. W. BARTLETT, Treasurer

**The Churchill Grain & Seed Co.**

Commission Orders Executed. Grain and Seed Bought and Sold  
Offices: Buffalo, N. Y. Members  
Toledo, Ohio New York Produce Exchange  
Seed Warehouse: Toledo Produce Exchange  
Located at Toledo, Ohio Buffalo Corn Exchange

**A. W. HAROLD**

GRAIN

**BARLEY A SPECIALTY**

717 Chamber of Commerce BUFFALO, N. Y.

H. T. BURNS,  
President

BASIL BURNS,  
Sec.-Treas.

**Burns Grain Company**

BUFFALO, N. Y.

We invite correspondence and solicit consignments.

GET OUR BIDS AND MARKET REPORTS

L. E. HARMON, Pres.

GEO. F. BOOTH, Sec. and Treas.

**BUFFALO CEREAL COMPANY****CEREAL MILLERS**

Buyers of White Corn, Yellow Corn  
and White Oats.

BUFFALO, N. Y.

## INDIANAPOLIS

**The Mutual Grain Company**

GRAIN COMMISSION

618 Board of Trade, INDIANAPOLIS, IND.

Careful attention to all shipments

**Merchants Hay & Grain Co.**

INDIANAPOLIS, IND.

HAY, GRAIN, MILL FEED,  
ALFALFA FEEDS

and All Kinds of Live Stock Feeds  
Indiana's Largest Feed House

**COM H M A I Y S S I O N**

Grain, Flour and Feed

**C. A. SHOTWELL & CO.**

Board of Trade, Indianapolis, Ind.

## OMAHA

**CAVERS ELEVATOR CO.****OMAHA**

Receivers and Shippers of Grain  
SACKED CORN AND OATS

Members: Omaha Grain Exchange Chicago Board of Trade.



## GRAIN RECEIVERS

## PEORIA

**P. B. & C. C. MILES**

Established 1875 Incorporated 1910

PEORIA, ILL.

Handling Grain on Commission  
Our Specialty

## NEW YORK CITY

**L. W. FORBELL & CO.**  
Commission Merchants

342 Produce Exchange NEW YORK

Try us with consignments of oats and corn.  
We are Specialists in these grains and  
are strictly Commission Merchants.

## MILWAUKEE

Branch Offices: Racine, La Crosse, Eau Claire, Wis.

**E. G. Hadden Company**

FUTURES

Wheat—Corn—Oats

Send for our pamphlet explaining Puts and Calls

22 Chamber of Commerce MILWAUKEE

A. G. TYNG, Jr.

D. D. HALL

**TYNG, HALL & CO.**Grain and Commission  
MerchantsRooms 33 and 35 Chamber of Commerce  
PEORIA, ILLINOIS**BROOKLYN HAY & GRAIN CO.**

HAY, STRAW AND GRAIN

COMMISSION MERCHANTS

ON ALL MARKETS IN NEW YORK HARBOR

Office: Borough of Brooklyn, New York

O. MOHR, Mgr.

G. C. HOLSTEIN, Sec'y-Treas.

**Mohr-Holstein Commission Co.**

29 Chamber of Commerce

MILWAUKEE

Sample Grain a Specialty

BRANCH OFFICES AT CHICAGO AND MINNEAPOLIS

C. W. Buckley.

Thos. J. Pursley

**Buckley, Pursley & Co.**

COMMISSION MERCHANTS

GRAIN, HAY AND SEEDS

PEORIA, ILL.

References: { First National Bank, Peoria, Ill.  
Commercial German National Bank, Peoria, Ill.**Kensch & Schwartz Co., Inc.**

COMMISSION MERCHANTS

Wheat---Corn---Oats---Millfeeds

Postal Telegraph Bldg.  
CHICAGOProduce Exchange  
NEW YORK

## ST. LOUIS

**"THE CONSIGNMENT HOUSE  
OF ST. LOUIS"**GRAIN, HAY & GRASS SEEDS  
**Picker & Beardsley Com. Co.**  
118 NORTH MAIN STREET.**W. W. Dewey & Sons**  
GRAIN COMMISSION

26 Chamber of Commerce, PEORIA, ILL.

Prompt personal attention given to  
Consignments and orders for grain.

T. A. Grier

W. T. Cornelison

**T. A. GRIER & CO.**Grain Commission  
Merchants and ShippersGet best possible results by careful and personal attention  
given to all consignments.

Board of Trade

Peoria, Ill.

## PHILADELPHIA

**L. F. MILLER & SONS,**

Receivers and Shippers of

GRAIN, FEED, SEEDS, HAY, ETC.

OFFICE: 2931 N. BROAD ST., PHILADELPHIA, PA

CONSIGNMENTS SOLICITED. Special attention given to  
the handling of CORN AND OATS.REFERENCES: { Manufacturers' National Bank, Philadelphia, Pa.  
Union National Bank, Westminster, Md.**GOFFE & CARKENER CO.**

RECEIVERS

GRAIN, HAY AND SEEDS

106-107 Merchants Exchange

ST. LOUIS

W. C. GOFFE G. S. CARKENER G. C. MARTIN, JR.  
K. C., Mo., Office, 101-102 Board of Trade**E. E. DELP GRAIN CO.**

GRAIN AND FEEDS

453 BOURSE

PHILADELPHIA, PA

ELEVATOR, TRANSFER HOUSE AND MILLS:  
BOURBON, INDIANA

## CRAWFORDSVILLE, Ind.

**Crabbs Reynolds Taylor Company**

CLOVER SEED

Car Lot BUYERS of GRAIN

Crawfordsville

Indiana

**W. L. GREEN COM. CO.**  
ST. LOUIS

LOUIS MUELLER

L. L. GRUSS

**MUELLER GRAIN CO.**

RECEIVERS and SHIPPERS

GRAIN

We Solicit Your Consignments of Grain and Hay

ROOM 39 CHAMBER OF COMMERCE

PEORIA, ILLINOIS

**MARTIN MULLALLY COMMISSION COMPANY**

CONSIGNMENTS OF ALL KINDS SOLICITED

Special attention given to the handling of GRAIN, HAY AND SEEDS

We make a Specialty of Track and Sample Sales.

405 and 406 Chamber of Commerce

ST. LOUIS, MO.

Good Prices and Quick Returns  
TRY US**GEO. L. BOWMAN & CO.**

Grain Commission

324 So. Washington Street

PEORIA, ILL.

**Toberman, Mackey & Company**

Fastest Growing Commission House in America.

Can handle your Consignments in St. Louis and Kansas City.

GRAIN, HAY AND SEEDS

ST. LOUIS

KANSAS CITY



## GRAIN RECEIVERS

### CHICAGO

#### ARMOUR GRAIN CO.

##### GRAIN DEALERS

CONSIGNMENTS SOLICITED. This department is fully equipped in every way to give the very best service in Chicago.

137 S. La Salle St. CHICAGO

### CHICAGO

#### HENRY H. FREEMAN & CO.

##### Hay, Straw and Grain COMMISSION MERCHANTS

Correspondence and Consignments Solicited.  
Market Reports on Application.

66 Board of Trade CHICAGO, ILL.

### CHICAGO

#### Gerstenberg & Company COMMISSION MERCHANTS

Grain Seeds and Mill Feed  
Barley a Specialty

305-315 La Salle St., CHICAGO, ILL.

HELLO!

HELLO!!

HELLO!!!

¶ In order to get the best results from a telephone conversation, you have got to have a good connection. Just so in the handling of your business. ¶ Connect with the firm that is a live wire; that will look after your interests; call for re-inspection when necessary; get good prices; make quick returns, and give you liberal treatment. ¶ In other words, make a connection with

ROSENBAUM BROTHERS, 77 Board of Trade, CHICAGO.

¶ Send us your grain to be sold on consignment. ¶ Let us bid for it when you desire to sell to arrive. ¶ You'll make no mistake (either Toledo or Chicago). ¶ Let us hear from you.

PHONE.

TELEGRAPH.

WRITE.

#### SOMERS, JONES & CO.

(INCORPORATED)

##### COMMISSION MERCHANTS

GRAIN AND FIELD SEEDS

CHICAGO MILWAUKEE MINNEAPOLIS

We are amply prepared to give the best of service on consignments of cash grain and on orders for future delivery.

Make drafts on us and address all correspondence to us at  
82 Board of Trade, CHICAGO

#### HOOPER GRAIN COMPANY OAT

##### Shippers

Operate Atlantic and Grand Trunk Western Elevators  
CHICAGO

#### F. E. WINANS & CO.

##### GRAIN AND FIELD SEEDS COMMISSION MERCHANTS

Barley, Oats, Wheat, Corn, Rye, Timothy, Clover,  
Flax, Hungarian Millet

96 BOARD OF TRADE, CHICAGO

Write us freely on all matters pertaining to grain and field seeds. Your questions fully and cheerfully answered; particular attention paid to timothy seed and grain by sample. Consignments and speculative orders receive our careful personal attention.

#### Nye & Jenks Grain Co.

907-913 Postal Telegraph Bldg.,  
Chicago, - Illinois

WM. SIMONS, Pres. and Treas.

WARREN T. McCRAY, Vice-Pres.

919 POSTAL TEL. BLDG.  
**SAWERS GRAIN CO.**  
CHICAGO

TELEPHONE, HARRISON 1504

GEO. L. STEBBINS, Sec'y.

W. A. WERNER }  
E. E. RICE. } Representatives

#### J. Rosenbaum Grain Co.

(INCORPORATED)

##### GRAIN MERCHANTS

Chicago

Ft. Worth

#### Terminal Elevators

KANSAS CITY, MO.

#### J. P. GRIFFIN & COMPANY

##### Grain Commission

79 BOARD OF TRADE

Long Distance Telephone  
Harrison 5693

CHICAGO

#### NORRIS & COMPANY

##### Grain Merchants

Room 42 Board of Trade CHICAGO  
TELEPHONE HARRISON 627

Consignments and Hedging Orders Solicited.  
Owners and Operators of the Norris Elevator, Chicago.  
Frank W. Hotchkiss, Howard Lipsey, Managers Domestic  
Shipping and Receiving Department.



Let MILLER sell your HAY  
MILLER service means Good Sales

Prompt Returns

Write MILLER before you sell

**ALBERT MILLER & COMPANY**

192 N. Clark Street, CHICAGO, ILL.

JAMES H. RAWLEIGH  
President

ALBERT L. WAYNE  
Vice-President and Treasurer

EDWARD ANDREW  
Secretary

## NASH-WRIGHT GRAIN COMPANY

### COMMISSION MERCHANTS

#### GRAIN AND PROVISIONS

717-720 Postal Telegraph Building, CHICAGO

Long Distance Telephone Harrison 2379



## GRAIN RECEIVERS

## CHICAGO

GEO. S. DOLE, Pres. H. N. SAGER, Sec.  
**J. H. DOLE & CO.**  
 (Established 1852)  
 Commission Merchants, Grain and Seeds  
 We solicit your  
**CONSIGNMENTS**  
 and orders in futures  
 226 La Salle Street, - - CHICAGO

**E. W. BAILEY & CO.**  
 Commission Merchants  
 GRAIN, SEEDS AND PROVISIONS  
 72 Board of Trade CHICAGO

EVERYONE HAS A HOBBY  
 SO HAVE WE  
**CONSIGNMENTS**  
 THAT'S ALL TRY US  
**M. L. VEHON & CO.**  
 762 INSURANCE EXCHANGE BUILDING, CHICAGO

**Hulburd, Warren & Chandler**  
 Stock Brokers and Commission  
 Merchants, Grain and Provisions  
 Business solicited in any department  
 Receiving, Shipping, Futures  
 130 S. La Salle St., CHICAGO



## Pope & Eckhardt Co.

Commission Merchants  
**GRAIN AND SEEDS**  
 316-322 Western Union Building CHICAGO



**RUMSEY & COMPANY**  
 COMMISSION MERCHANTS  
 Consignments a Specialty for Forty Years  
 80-81 BOARD OF TRADE,  
**CHICAGO**  
 Branch Offices  
 PEORIA  
 ST. LOUIS  
 I. P. RUMSEY  
 HENRY A. RUMSEY

## CHICAGO

W. A. FRASER, Pres. W. A. FRASER, Jr., Vice-Pres.  
 R. W. CARDER, Sec. and Treas.  
**W. A. FRASER CO.**  
**GRAIN COMMISSION**  
 715 Royal Insurance Bldg., CHICAGO, ILL.  
 ST. LOUIS, MO. Tel. Wabash 1252 PEORIA, ILL.

EXPERIENCED JUDGES OF GRAIN  
 Consign to  
**W. S. COWEN COMPANY**  
 Commission Merchants Grain and Seeds  
 815-816 Webster Building  
 Robinson Code 327 So. La Salle St., Chicago

PHILIP H. SCHIFFLIN, Pres. EUGENE SCHIFFLIN, Secy.-Treas.  
**PHILIP H. SCHIFFLIN & CO.**  
 INCORPORATED  
**Commission Merchants**  
 515-518 Postal Telegraph Bldg.  
 CHICAGO, ILLINOIS  
 Consignments of all kinds of Grain and Field  
 Seeds a specialty

L. J. LAMSON W. A. LAMSON  
 L. F. GATES  
**LAMSON BROS. & CO.**  
 Grain  
 1874 Commission 1914  
 Merchants  
 Forty Years of Service in the Grain Trade  
 HOME OFFICE  
 6 Board of Trade **CHICAGO**

## CHICAGO

**We Buy**  
 Wheat—Corn—Oats—Barley—Rye  
 Send Samples  
**The Quaker Oats Co.**  
 Cereal Millers  
 Grain Dept. 1600 Railway Exchange  
 CHICAGO

J. Herbert Ware Edward F. Leland  
**CONSIGN**  
 your Grain and Seeds, and send your  
 orders for  
 GRAIN, PROVISIONS and STOCKS to  
**WARE & LELAND**  
 190 W. JACKSON BOULEVARD  
 Royal Insurance Bldg.  
 CHICAGO  
 Long Distance Phones:  
 Wabash 3262 Automatic 51073  
 Your Interests Are Our Interests

## DETROIT

A. S. DUMONT R. C. ROBERTS R. L. HUGHES  
**Dumont, Roberts & Co.**  
 RECEIVERS GRAIN SHIPPERS  
 Chamber of Commerce Merchants Exchange  
 DETROIT, MICH. DECATUR, ILL.  
 Consignments Solicited. Ask for our bids and quotations.

**CAUGHEY-SWIFT COMPANY**  
 Successors to  
 Caughey & Carran Co. and McLane, Swift & Co.  
 GRAIN AND SEED MERCHANTS  
 We Want Your Detroit Consign or Sell to Us  
 Business to Arrive  
 701-5 J. Henry Smith Bldg., Detroit, Mich.

## MINNEAPOLIS

J. L. McCaull, President R. A. DINSMORE, Vice President  
 S. J. McCaull, Secretary A. M. DINSMORE, Treasurer  
**The McCaull-Dinsmore Co.**  
 COMMISSION MERCHANTS  
 915-16-17 CHAMBER OF COMMERCE  
 MINNEAPOLIS, MINN.  
 DULUTH MILWAUKEE OMAHA

**Gould Grain Co.**  
**BARLEY**  
 600 Flour Exchange, MINNEAPOLIS, MINN.



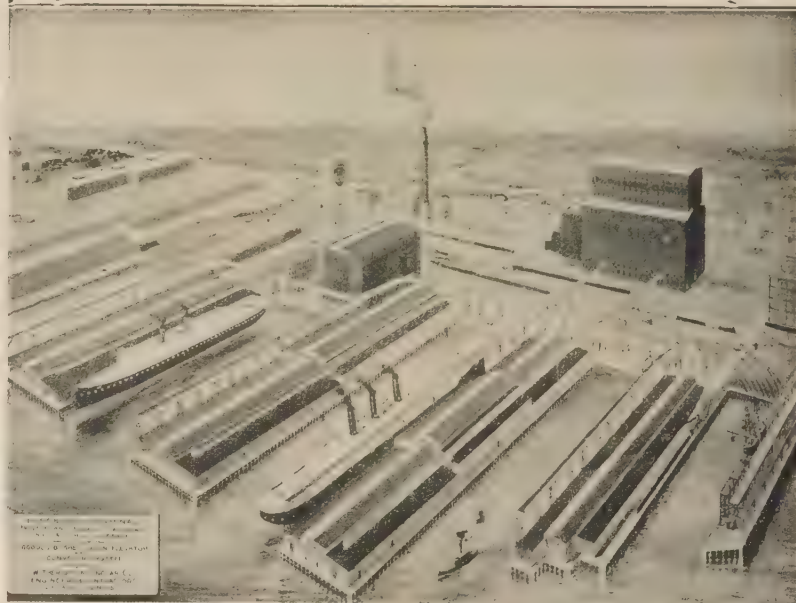
**Transfer Elevators  
Terminal Elevators  
Country Elevators**



Concrete Fireproof Grain Elevator built for the Crabbs-Reynolds-Taylor Co.  
at Wingate, Ind. Capacity 60,000 Bushels.

**Macdonald Engineering Co.**  
Monadnock Building, CHICAGO, ILL.

**Fireproof Grain Elevators**



East Boston Terminal, Boston & Albany Railroad,  
New York Central & Hudson River Railroad Co., Lessees

Designs and estimates promptly furnished  
for all kinds of buildings for the handling  
and storage of grain in any locality.

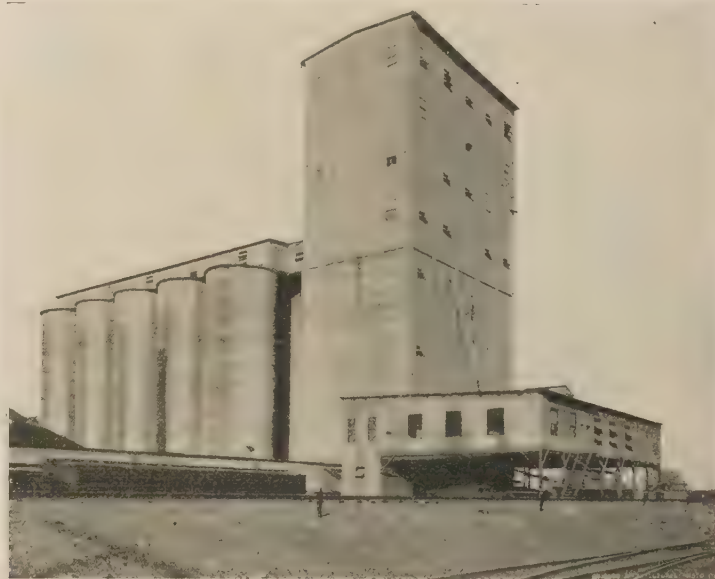
**Witherspoon-Englar Company**  
1244-1250 Monadnock Building, Chicago, Ill.

Elevator, Feed Mill and Warehouse recently completed for E.W. Conklin & Son, at Binghamton, N.Y.



Fireproof Construction Elevators, Mills and  
Warehouses. We prepare plans and make  
lump-sum price for the complete work.

**MONARCH ENGINEERING CO.**  
Chamber of Commerce BUFFALO, N. Y.



Reinforced Concrete Elevator of the  
Northwestern Malt & Grain Co., Chicago  
Capacity 650,000 Bushels

**The Stephens Engineering Company**  
Engineers and Contractors

Monadnock Bldg.

CHICAGO, ILL.



## JAMES STEWART & CO. GRAIN ELEVATOR DEPARTMENT

1507-1523 Westminster Building  
W. R. SINKS, Manager

CHICAGO  
R. H. FOLWELL, Engineer



Quebec Harbor Commissioner's Elevator at Quebec, Quebec.  
Capacity 1,000,000 Bushels.

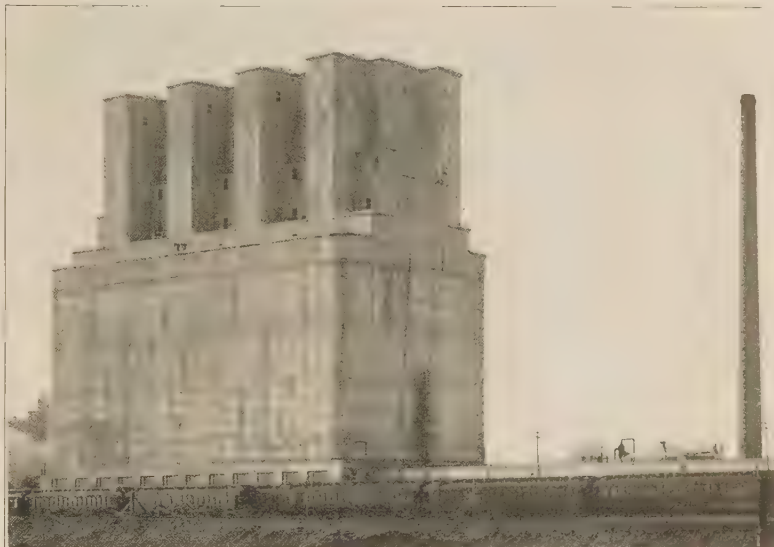
**We Build Grain Elevators, Any Type of  
Construction, in Any Part of the World**

Also General Contractors with Offices in the Following Cities.

Wire, Write or Call Personally.

NEW YORK, Hudson Terminal Building  
PITTSBURGH, PA., Westinghouse Building  
SAN FRANCISCO, CAL., 709 Mission Street  
CANADIAN STEWART CO., Limited, Montreal, Can., Eastern Townships Bank Building  
ST. LOUIS, Bank of Commerce Building  
NEW ORLEANS, LA., Hibernia Bank Building  
DENVER, COLO., 1st National Bank Building  
FORT WILLIAM, Ontario, Canada

**New 1,000,000 Bushel Terminal Grain  
Elevator built for  
THE CANADIAN PACIFIC RY., St. John, N. B.**  
John S. Metcalf Co., Limited, Engineer-Constructors



**FOUNDATIONS—WHARVES—POWER PLANTS—  
RAILWAY BUILDINGS**

We are also prepared to furnish information and prices of **Pneumatic Grain  
Handling Plants** on the Seck System, which is being used  
so successfully in Europe.

**JOHN S. METCALF CO., Ltd.**

CHICAGO

MONTREAL

H. Phone M 8037

**HEIDENREICH**

Concrete  
Grain  
Tanks

U. S. Patent  
667,172

One Hundred Million Bushels  
Capacity in use today.

Plans, Specifications, Supervision.  
**E. LEE HEIDENREICH**  
Elevator Builder  
Dwight Bldg. Kansas City, Mo.

## GRAIN ELEVATORS

built from our designs and by our force of workmen  
are strong, substantial and economical in operation.

**WOOD OR FIREPROOF**

**T. E. IBBERSON**

**ELEVATOR BUILDER**

Corn Exchange Building

Minneapolis, Minn.

THE destructive acid formed  
by grain dust and rain  
water is successfully resisted by  
the inert pigments in

**DIXON'S SILICA-  
GRAPHITE PAINT**

Letter No. 17-B from a promi-  
nent elevator company on request  
**JOSEPH DIXON CRUCIBLE CO.**  
Jersey City, N. J.



## The Barnett & Record Company GENERAL CONTRACTORS

Designers and Builders of

**Grain Elevators, Flour Mills and Heavy Structures**

Reinforced Concrete and Steel Ore Dock under con-  
struction at Superior, Wisconsin, for the Allouez  
Bay Dock Company. Entirely Fireproof.

Write for designs and Estimates

OFFICES:

Minneapolis, Minn.

Duluth, Minn.

Fort William, Ontario



## Grain Storage Tanks and Grain Elevators



Prospective builders of Grain Elevators or Grain Storage Tanks should examine the type of elevators we are building all through the Western and Northwestern States. They are absolute insurance against fire and combine points that make them the most economical elevator construction that can be had today.

We are equipped to furnish steel and machinery with prompt service and our facilities are unequalled for this kind of work.



### Minneapolis Steel & Machinery Co.

MINNEAPOLIS, MINN.

Denver, Colo. El Paso, Tex.  
Spokane, Wash. Butte, Mont.  
Salt Lake City, Utah

## CAN YOU BEAT IT?

### 60 Contracts

for elevators, wood and concrete, large and small  
on our books for the year

## 1913

Do you wonder that our competitors knock?

We sell and build elevators.

We haven't time to knock.

Send for our representative and be convinced.

### Burrell Engineering & Constr. Co.

1102-1108 Webster Building

Chicago, Ills.

711 Hubbell Building  
Des Moines, Iowa

827 Chamber of Commerce  
Detroit, Mich.

111 West North Street  
Indianapolis, Ind.

Fort William, Ont., Can.

*We wish the Trade a Prosperous New Year*



## We Are Offering the SCHMITZ SCALE TICKET PASSER

at a largely reduced rate with  
one year's subscription to the

### *American Elevator & Grain Trade*

By the use of this handy appliance the scale ticket is  
passed from the elevator office to the farmer on his  
wagon by the scale man without leaving his office.

**No time lost—the elevator operator is not subjected to sudden and frequent changes of temperature on a cold winter's day—no impatiently waiting wagoners—no doctor bills.**

Morris & Stone of Mattoon, Ill., write the manufacturers Dec. 10, 1913; Gentlemen—We cannot criticise your Ticket Passer, we only wonder why every wagon scale isn't provided with one. It is \$5.00 for a convenience of \$50.00.

The manufacturer's price of the SCHMITZ TICKET PASSER is \$5.00.

We will send it, express paid, for a limited period with one year's subscription to the AMERICAN ELEVATOR AND GRAIN TRADE for \$4.00.

*Order today while the supply lasts.*

NOTE—The thickness of the wall and the distance from the edge of the scale platform (nearest to scale beam) to the wall must be clearly specified in all orders.

## MITCHELL BROS. PUBLISHING CO.

431 So. Dearborn St.

CHICAGO, ILL.



# "MONARCH" BALL BEARING

FEED GRINDERS WILL ALWAYS  
→ SOLVE ALL YOUR TROUBLES ←

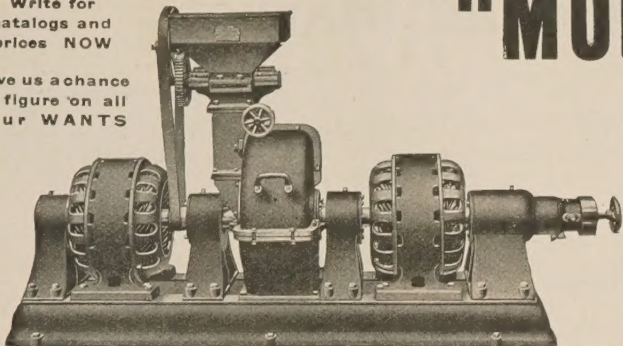
A POSITIVE SAVING of 25% or More in POWER

**DON'T FORGET** DIRECT CONNECTED ELECTRICALLY MOTOR DRIVEN  
Ball Bearing Feed Grinders and  
Corn Crackers OUR SPECIALTY

You cannot afford to operate your plant without one of these "Monarch" Mills, because of the large amount of power saved, or the tremendous increase in capacity, that you will obtain with your present power. Guaranteed never to get out of TRAM. TRY ONE OF THESE MILLS NOW, if you want Increased Profits.

Write for  
catalogs and  
prices NOW

Give us a chance  
to figure on all  
your WANTS



MONARCH BALL BEARING, DIRECT  
MOTOR DRIVEN ATTRITION MILL

We manufacture the Largest, Most  
Improved, and Most Complete Line of  
Machinery for Flour and Feed Mills,  
Grain Elevators, etc., in the World.

**SPROUT, WALDRON & CO.,** THE MILL P. O. BOX  
BUILDERS 320 **Muncy, Pa.**

WESTERN OFFICE: 9 S. CLINTON ST., CHICAGO, ILL. REPRESENTATIVES and BRANCH OFFICES  
Sales Department, AT ALL PROMINENT POINTS

## Are Your Freight Rates Satisfactory?

Did it ever occur to you that your competitors  
in many instances have rates that are predi-  
cated upon a more reasonable basis due entirely  
to the aggressiveness of expert traffic men?

We have in our employ men who thoroughly  
understand these vexatious traffic problems and  
are prepared to assist you in every possible  
manner.

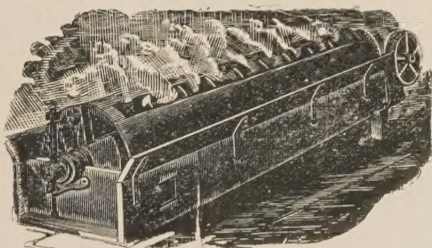
**Results Produced or No Charge**

GENERAL TRAFFIC ASSOCIATION, Inc.

715 14th Street, N. W.,

Washington, D. C.

SEE THAT YOUR  
CONTRACT CALLS FOR



THE  
**CUTLER**  
STEAM  
DRYER

SOLD BY ALL MILL FURNISHERS

Not an Experiment. In successful use 30 years drying

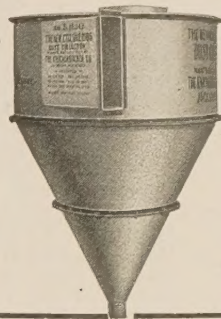
CORN MEAL, HOMINY,  
BREWERS' GRITS AND MEAL,  
AND ALL CEREAL PRODUCTS.

ALSO SAND, COAL DUST, GRAPHITE, CLAY, ORES, ETC.

Automatic in operation, requiring no attention.

**THE CUTLER CO., North Wilbraham, Mass.**

CATALOG ON REQUEST



## The Difference

in the

Construction of its "Inwards"  
Eliminates Three-quarters  
of the Internal Friction.

THAT SAVES POWER

The New "1905"  
Cyclone  
Dust Collector

INVESTIGATE

Write for Our

Dust Collector Catalog

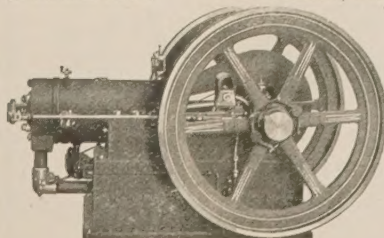
The Knickerbocker Co.  
Jackson, Michigan

## THE LAUSON

KEROSENE ENGINES cut your Fuel Bills in Two  
Famous for great Fuel Economy with  
Maximum Power Production, owing to  
Special Features and Design.  
The Sumter Built-in, Gear-Driven Mag-  
neto and no Batteries save you Money  
Built in all sizes

Write for our large catalog before buying

**THE JOHN LAUSON MFG. CO.**  
59 Monroe Street New Holstein, Wis.



**DUST! DUST! GIBBS**  
DUST PROTECTOR is inval-  
uable to operatives in every  
industry where dust is trou-  
blesome. It has been thor-  
oughly tested for many years  
in every kind of dust, and is  
the most reliable protector  
known. Perfect Ventilation.  
Nickel-plated protector, \$1.  
postpaid. Circular free.  
Agents wanted. **GIBBS RESPIRATOR CO.,**  
"B" 124 East Ave., Oak Park (Chicago), Ill.

## CLEAR OUT YOUR RATS AND MICE

IN A SINGLE NIGHT  
without odor  
or trouble



Booklet of Mills and Elevators  
endorsing our method,  
mailed free on request

**RED CROSS RAT  
EMBALMER CO.**  
Corner 15th and Nicollet,  
MINNEAPOLIS, MINNESOTA

## MILLERS' MUTUAL FIRE INSURANCE ASSOCIATION OF ILLINOIS

Established 1878. Alton, Illinois

Insurance on Flour Mills and Elevator  
Properties.

Grain Insurance for short terms a  
Specialty.

CASH ASSETS - \$473,253.91

G. A. McKINNEY, Sec'y

Western Department: Rollie Watson, Mgr.  
402 Sedgwick Bldg. Wichita, Kansas

## Transit Leaks

are unknown to the grain shippers  
who use

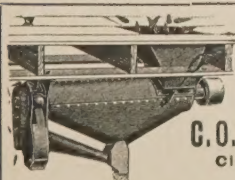
**KENNEDY**  
Car Liners

Enormous Increased Sales prove  
the Efficiency, Merit and Service-  
ability of these liners.

## The Kennedy Car Liner

is the only device offered the grain  
shipper that makes a car Leak-  
Proof. Cheap—Modern—Profit-  
able. Write now for particulars.

**THE KENNEDY CAR LINER & BAG CO.**  
SHELBYVILLE, INDIANA, U. S. A.



Triumph  
Power  
Corn Sheller

G. O. Bartlett & Co.  
Cleveland, O.

## Robinson Telegraphic Cipher Revised Edition

Cloth Binding ..... \$1.50

Leather Binding ..... 2.00

Mitchell Brothers Publishing Co.

431 S. Dearborn St., Chicago



# Leading Grain Receivers in all Markets

## ATLANTA, GA.

Dunn, W. P., wholesale brokerage and commission, flour, grain, hay, mill feeds, cottonseed meal and hulls.\*  
Joseph Gregg & Son, grain and hay brokers.\*†

## BALTIMORE, MD.

England & Co., Chas., grain and hay receivers.\*†  
Hax & Co., G. A., grain and hay receivers.\*†

## BLOOMINGTON, ILL.

Baldwin Grain Co., brokers.  
Hasenwinkle Grain Co., grain commission merchants.  
O'Neill & Gyles, grain brokers.  
Slick & Co., L. E., grain receivers and shippers.

## BUFFALO, N. Y.

Buffalo Cereal Co., grain.  
Burns Grain Company, grain commission.  
Churchill Grain & Seed Co., grain and seeds.\*  
Harold, A. W., grain merchant.  
Townsend-Ward Co., grain commission.\*

## CAIRO, ILL.

Halliday Elevator Co., corn, oats.\*

## CHAMPAIGN, ILL.

Sledge, J. P., grain broker.\*

## CHICAGO, ILL.

Armour Grain Co., grain buyers.\*  
Bailey & Co., E. W., commission merchants.\*  
Cowen Co., W. S., commission merchants.  
Delaney, Frank J., grain commission.  
Dickinson Co., Albert, seeds.  
Dole & Co., J. H., commission merchants.\*  
Fraser Co., W. A., grain commission.\*  
Freeman & Co., Henry H., hay, straw and grain.\*†  
Gerstenberg & Co., grain and seeds.\*  
Griffin & Company, J. P., grain commission.  
Hoit & Co., Lowell, commission grain and seeds.  
Hooper Grain Co., receivers and shippers.\*  
Hulburd, Warren & Chandler, com. merchants.  
Illinois Seed Co., seed merchants.  
Lamson Bros. & Co., commission merchants.\*  
McKenna & Rodgers, commission merchants.\*  
Albert Miller & Co., hay and produce.†  
Norris & Co., grain merchants.\*  
Nye & Jenks Grain Co., commission merchants.\*  
Pope & Eckhardt Co., grain and seeds.\*  
Rosenbaum Brothers, receivers and shippers.\*†  
Rosenbaum Grain Co., J., receivers and shippers.  
Rumsey & Co., commission merchants.\*  
Sawers Grain Co., grain commission.\*  
Schiffin & Co., Philip H., commission merchants.\*  
Somers, Jones & Co., commission merchants.\*  
Jan Ness, Gardiner B., grain commission.\*  
Yehon & Co., M. L., commission merchants.  
Wagner & Co., E. W., receivers and shippers.\*  
Ware & Leland, grain and seeds.\*  
Winans & Co., F. E., grain and field seeds.

## CINCINNATI, OHIO.

Allen & Munson, grain, hay, flour.\*  
Fitzgerald Bros. Co., hay and grain commission.\*  
Van Leunen & Co., Paul, consignments.\*

## CLEVELAND, OHIO.

Bennett, W. A., hay, grain, mill feed.\*†

## COLUMBUS, OHIO.

McAlister, Jas. P., & Co., shippers grain and hay.

## CRAWFORDSVILLE, IND.

Crabbs-Reynolds-Taylor Co., grain and seeds.\*†

## CROWLEY, LA.

Lawrence Brothers Co., Ltd., grain, nutriline feed.

## DES MOINES, IOWA.

Lockwood Grain Co., B. A., flour and grain dealers.\*

## DECATUR, ILL.

Baldwin & Co., H. I., grain brokers.\*

## DETROIT, MICH.

Dumont, Roberts & Co., receivers and shippers.\*  
Caughey, Swift & Co., grain merchants.\*

## EVANSVILLE, IND.

Small & Co., Inc., W. H., field seeds, grain.\*†

## FORT WAYNE, IND.

Bash & Co., S., grain and seeds.  
Egley-Doan Elevator Co., grain, seeds, hay.\*†  
Niezer & Co., grain, hay, straw, seeds, coal.\*†

## FOSTORIA, OHIO.

Fostoria Grain Co., receivers and shippers.\*

## HARRISBURG, PA.

Harrisburg Feed and Grain Co., grain and feed.†

## INDIANAPOLIS, IND.

Boyd, Bert A., grain commission.\*  
Merchants Hay & Grain Co., hay and grain.  
Mutual Grain Co., grain commission.\*  
Shotwell & Co., C. A., hay, grain, feed, flour.  
Witt, Frank A., grain commission and brokerage.

## KANSAS CITY, MO.

Moore-Lawless Grain Co., grain receivers.\*  
Moore-Seaver Grain Co., corn and oats specialties.\*  
Thresher-Fuller Grain Co., grain commission.\*

## LANCASTER, PA.

Eby & Son, Jonas F., receivers and shippers.†

## LOUISVILLE, KY.

Callahan & Sons, receivers and shippers.\*  
Thomson & Co., W. A., receivers and shippers.

## MILWAUKEE, WIS.

Bartlett & Son Co., L., grain commission.\*  
Bell & Co., W. M., commission merchants.\*  
Courteen Seed Co., seeds.  
Donahue-Stratton Co., buyers and shippers.\*  
Hadden, E. G. Co., grain commission.\*  
Mohr-Holstein Commission Co., grain commission.  
Rialto Elevator Co., grain receivers and shippers.  
Teweles & Co., L., seed merchants.

## MINNEAPOLIS, MINN.

Gould Grain Co., grain merchants.  
McCaull-Dinsmore Co., commission merchants.\*  
Quinn, Shepherdson Co., grain commission.\*

## NEW CASTLE, PA.

Hamilton, C. T., hay, straw, grain, millfeed, produce.†

## NEW YORK, N. Y.

Brooklyn Hay & Grain Co., hay, straw and grain.†  
Forbell & Co., L. W., commission merchants.\*†  
Keusch & Schwartz Co., grain commission.\*

## NORFOLK, VA.

Cofer & Co., Inc., J. H., grain.\*  
Cofer, Vernon L., hay, grain, feed.\*†  
LeGrand & Burton, grain and hay brokers.†

## OMAHA, NEB.

Cavers Elevator Co., receivers and shippers.\*

## PEORIA, ILL.

Bowman & Co., Geo. L., grain commission.  
Buckley, Pursley & Co., commission merchants.\*  
Dewey & Sons, W. W., grain commission.  
Feltman, C. H., grain commission.†  
Grier & Co., T. A., grain commission.\*  
Miles, P. B. & C. C., grain commission.\*†  
Mueller Grain Co., receivers and shippers.†  
Rumsey, Moore & Co., grain commission.\*  
Tyng, Hall & Co., grain commission.\*

## PHILADELPHIA, PA.

Delp Grain Co., E. E., grain and feeds.\*†  
Lemont & Son, E. K., hay, grain, mill feeds.\*†  
Miller & Sons, L. F., receivers and shippers.\*†  
Richardson Bros., grain, flour, mill feeds.\*

## PITTSBURGH, PA.

Heck & Co., W. F., receivers and shippers.\*†  
McCaffrey's Sons Co., Daniel, grain and hay.\*†  
McCague, R. S., grain and hay.\*†  
Morgan, H. G., hay and grain.†  
Smith & Co., J. W., grain, hay, feed.\*†  
Stewart & Geidel, D. G., grain, hay and feed.†  
Walton Co., Sam'l, hay, grain, mill feeds.\*†

## RICHMOND, VA.

Adams Grain & Provision Co., receivers, shippers, exporters.\*†

Beveridge & Co., S. T., grain, hay, feed, seeds.\*†  
Richardson, Jr., Co., Inc., W. F., grain and feeds.\*

## SALT LAKE CITY, UTAH.

Smurthwaite Grain & Milling Co., C. A., grain, flour, hay, seeds.

## ST. LOUIS, MO.

Goffe & Carkener Co., receivers, grain, hay, seeds.\*†  
Green Commission Co., W. L., receivers, shippers, exporters.\*  
Mullally Commission Co., Martin, com. merchants.\*†  
Picker & Beardsley Com. Co., grain, hay and seeds.\*†  
Prunty, Chas. E., grain and seeds.  
Toberman, Mackey & Co., grain, hay and seeds.†

## TOLEDO, OHIO.

Devore & Co., H. W., grain dealers.  
The Goemann Grain Company, grain merchants.\*†  
King & Co., C. A., grain and seeds.\*  
Paddock-Hodge Co., receivers and shippers.\*  
Southworth & Co., grain and seeds.\*†  
Wickenhiser & Co., John, grain dealers.  
Zahn & Co., J. F., grain and seeds.\*

\*Members Grain Dealers' National Association.

†Members National Hay Association.

## UNIVERSAL GRAIN CODE

(and Mill Feed Supplement)

COMPILED FOR USE OF

## GRAIN and MILLING TRADES

OF THE

## United States and Canada

This Code meets the present day requirements of the grain and milling trades—is up-to-date in every respect and thoroughly covers the changes in methods and business that have come into use of late years.

The translation expressions and tabulated matter is a great improvement upon any public grain and milling code now in use, and is an assured factor in saving tele-

graph tolls and misunderstandings in telegraphing.

The Universal Grain Code is being used by many hundreds of the most active firms in the country.

A list of Code Users is sent gratis with every copy of the Universal Grain Code, the names and addresses being published free of charge.

Send for a Copy Now. Price \$3.00.

MITCHELL BROTHERS PUBLISHING CO.

431 S. Dearborn Street

CHICAGO, ILL.

## Progressive Grain Men

Are interested in all phases of the grain business, the milling as well as the marketing of grain. They aim to keep in touch with the consuming trade and know what becomes of their grain in the markets of the world. Such men find the

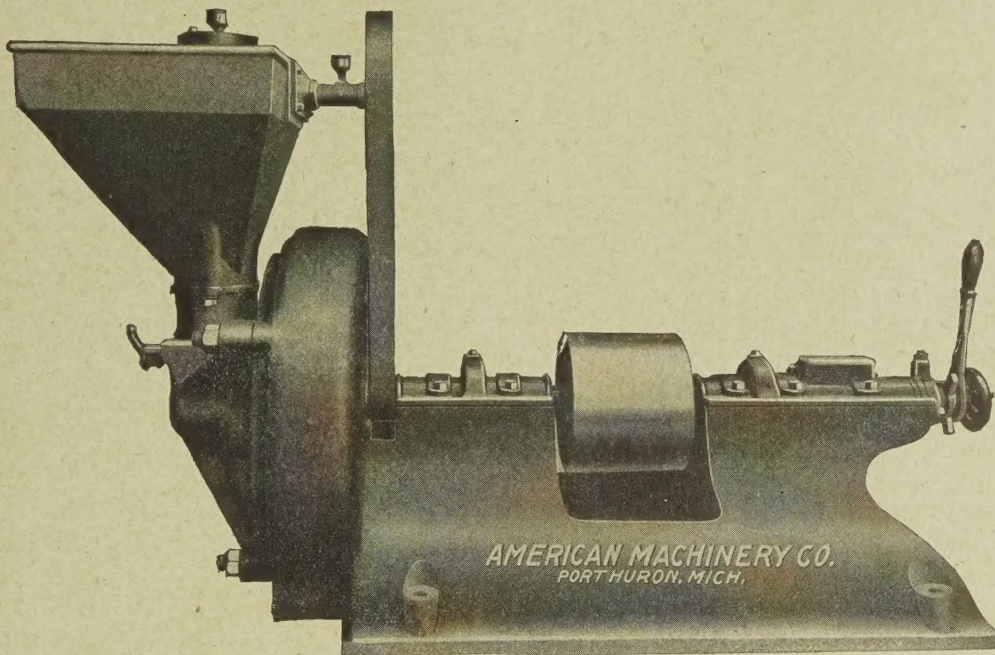
## AMERICAN MILLER

a big help because it fully covers the business of milling wheat and other cereals.

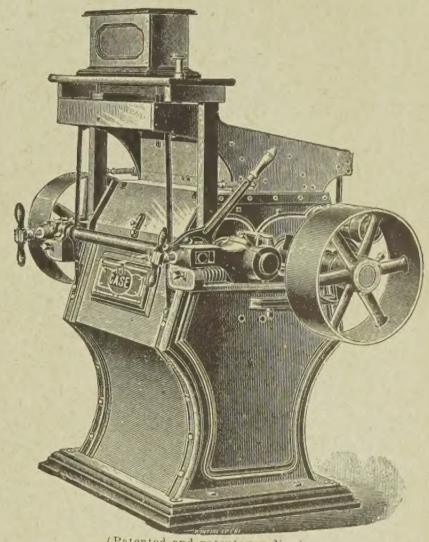
Published on the first of each month, it gives all the news of the milling world and prints a large amount of technical matter that is of interest to the elevator man as well as the miller.

We will send the American Elevator and Grain Trade and American Miller to one address for one year at the combination price of \$2.50. Send in your subscription now.

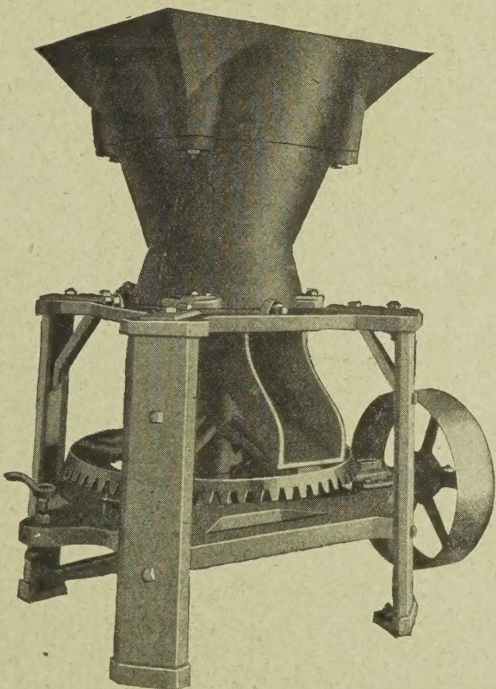




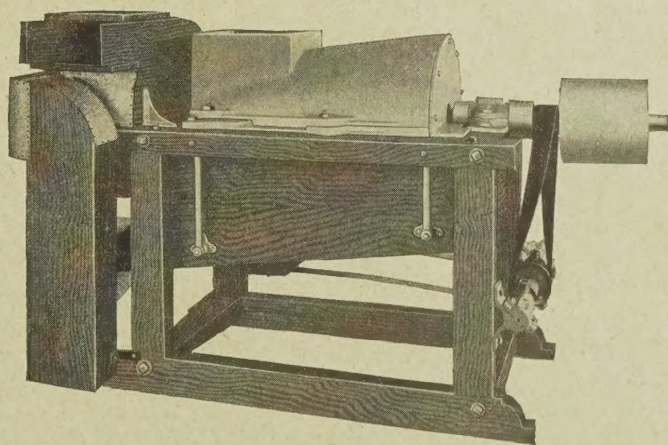
The latest improved self-tramming, disc-oiling American Special Grinder. PLATES ALWAYS IN TRAM. Vertical force feed.



The American Improved Case Oat Crimper and Corn Cracker.



The American Extra Heavy 4-break Cob Crusher.



The American heavy-duty large-capacity Corn Sheller.

THE AMERICAN MACHINERY CO.

PORT HURON, MICHIGAN

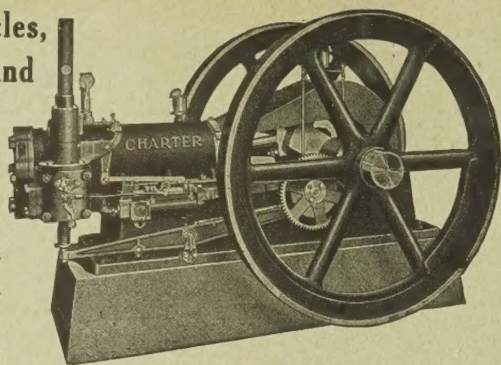


Your Fathers, Uncles,  
Older Brothers and  
Maybe YOU

have seen our ads  
of and used

The **CHARTER**

for considerably over a  
Quarter of a Century



Because It Was

**The PIONEER OIL ENGINE of the WORLD**

Started at the Head and Remained There

Built in All Combinations—Most Complete Line Made

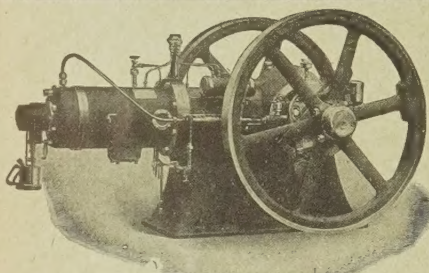
Stationaries; Portables; Semi-Portables; Hoisters; Pumping; Sawing; Dynamo and Boat Outfits

**Kerosene, Fuel Oils, Distillate, Gasoline, Gas, Alcohol**

**The CHARTER Type "R"—"The Latest Word"**

Send for Catalog and Say How We Can Serve You

400 LOCUST STREET **CHARTER GAS ENGINE CO.,** STERLING, ILLINOIS



**It Costs 5c an Hour**

to operate a 25 H. P. Muncie  
Oil Engine, other sizes in pro-  
portion.

Uses Crude Oil, Fuel Oil,  
Gas Oil, Solar Oil, Kerosene  
or Distillate.

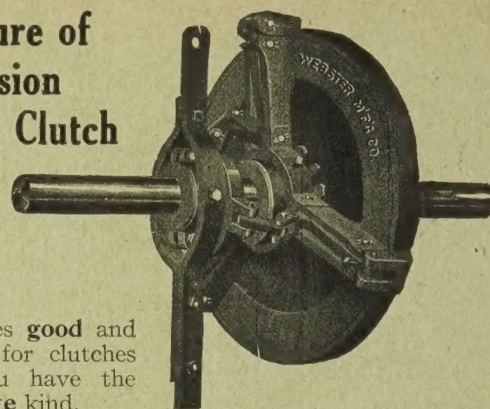
But two mechanically oper-  
ated attachments. Powerful,  
Simple, Automatic and Dur-  
able. Write us.

**MUNCIE OIL ENGINE CO.**

Liberty Street

MUNCIE, IND

A Vital Feature of  
the Transmission  
System is the Clutch  
Used for  
Subdivision  
and Control



There are clutches good and  
clutches bad, but for clutches  
Best, be sure you have the  
Webster Steel Plate kind.

You get this clutch when you equip with  
Webster grain handling or power transmis-  
sion machinery.

You can have it installed in your present  
system wherever you care to replace others  
which are giving trouble.

*Try it in your most difficult situations.*

And now how about other repairs?  
Let us supply your smallest need

**The Webster M'f'g Company**  
Tiffin, Ohio

New York  
88-90 Reade St.

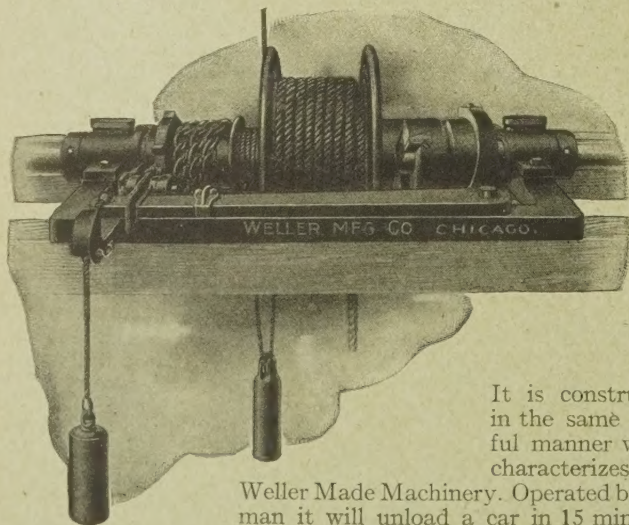
Chicago  
McCormick Bldg.

(32)

**WELLER—MADE**

**Weller Machinery**  
stands for absolute satisfaction

Below we illustrate a single Clark Automatic Power Shovel, well  
known for its efficiency and time saving features.



It is constructed  
in the same care-  
ful manner which  
characterizes all

Weller Made Machinery. Operated by one  
man it will unload a car in 15 minutes.

Write for our No. 20 catalogue, describing and illustrating all kinds  
of Weller machinery for use in Elevators and Mills.

**Weller Mfg. Co., = Chicago**  
NEW YORK OFFICE: 50 Church Street



**IDEAL CAR MOVER**

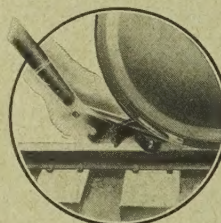
MOVES ANY LOADED CAR

Most powerful mover made.

Moves car 20% farther per  
stroke than any other mover.

No lost motion.

Does not lift wheel from track  
but pushes car ahead.



Segment gear connection be-  
tween main lever and push-  
ing knee.

Two Never-slip. Spurs grip  
rail on side.

Guaranteed against defective  
material for 6 months.

Guaranteed to move any load-  
ed car.

**SENT ON TRIAL :: PRICE \$5.00**

Send for our Catalogue 21-A illustrating this Mover, and also our SACKETT-CHICAGO  
TRUCK SHOVEL, STEEL BASKETS, PULLEYS, BELTS,  
LINK CHAINS and Other Supplies.

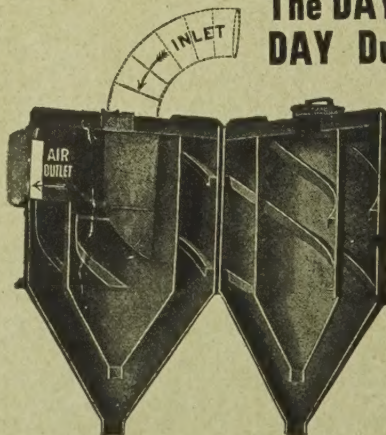


**H. B. SACKETT SCREEN & CHUTE CO.**

Main Office and Factory: 1681-1693 Elston Ave., CHICAGO, ILL.



**The DAY Dust Collector and the  
DAY Dust Collecting Systems**



for elevator use are in a class  
by themselves.

The character of the dust  
collector's "inwards" has made  
hospital treatment unneces-  
sary because the collector  
works scientifically.

Convince yourself by send-  
ing your next order to

**THE DAY COMPANY**  
38 So. 12th Street  
MINNEAPOLIS, MINN.